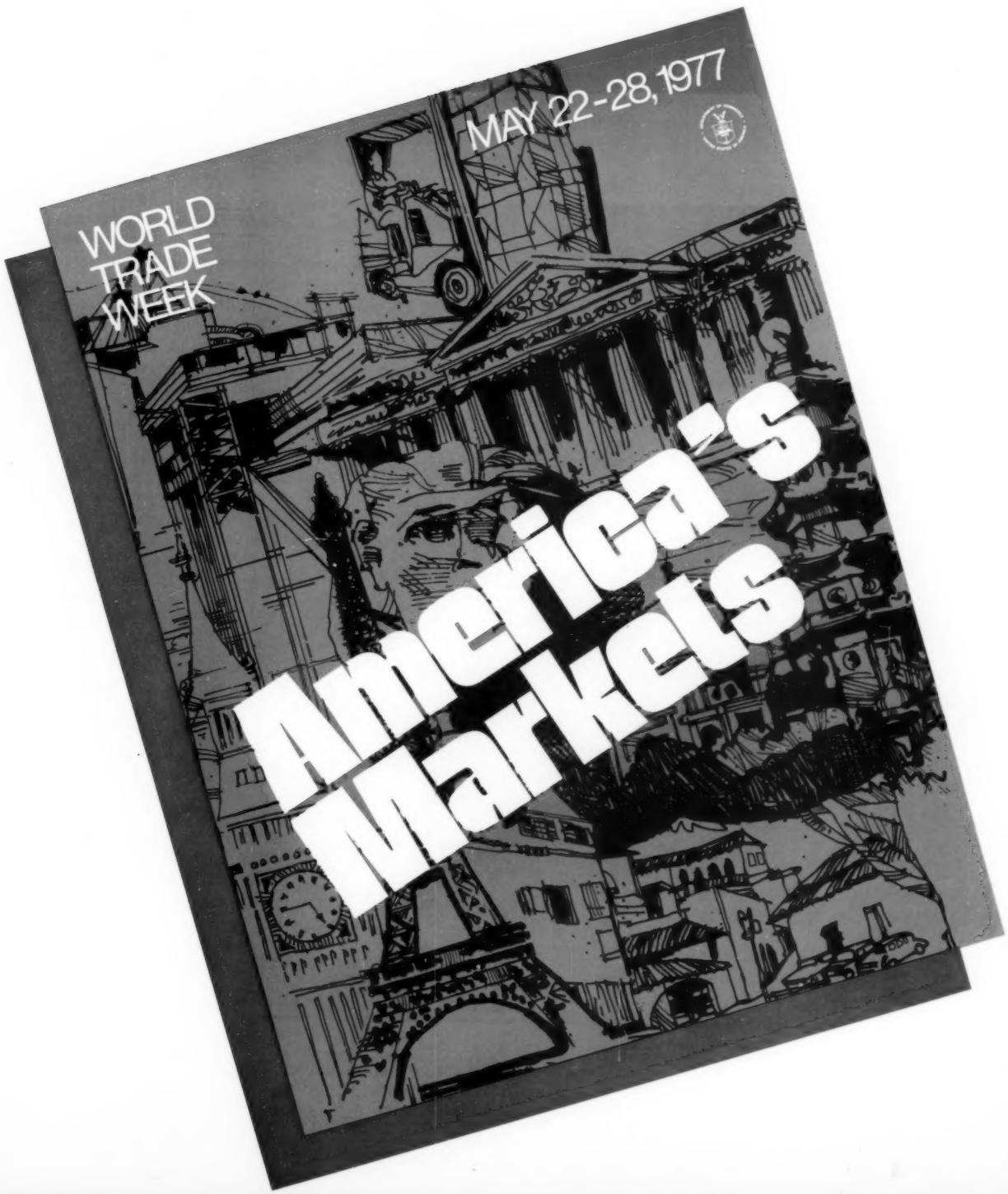
COMMERCE AMERICA

U.S. Department of Commerce / May 23, 1977



Newsmemo

U.S. help to the developing nations can help the traveling shopper. A program begun in 1976 called the Generalized System of Preferences permits duty-free entry into the U.S. of a wide range of goods from the less industrialized Latin, African and Asian countries (and others, including Portugal and Turkey). Among the items covered are jewelry, ivory, china figurines, shells and mah jong sets. A Customs Service pamphlet, "G.S.P. and the Traveler," contains the pertinent lists of designated countries and eligible duty-free merchandise.

Beauty is in the eye of the beholder. Robert Reiser of the corporate information committee of the Financial Analysts Federation welcomes firms' annual reports that "look less like rainbows (a trend that picked up last year with the economy) and more like well-written, informative magazine articles. Too frequently, colored photographs and charts are substituted for written material . . ." Reiser's group generally applauds corporations for continuing to improve disclosure in their financial reporting, while observing that many areas of deficiency still exist.

Funding of development projects abroad has shifted markedly in the past decade. Dr. Louis Berger of the worldwide engineering firm bearing his name reports in "World Projects" magazine: "In 1967 AID-financed projects accounted for 45 percent of Berger overseas business. The U.S. military was second with 25 percent. The World Bank was responsible for 10 percent, and local financing for the remainder. Today the World Bank finances about 30 percent of our overseas jobs; about 20 percent comes from other lending agencies such as the Inter-American Development and African Development Banks. The other sources: direct project financing by other countries, and a much smaller amount of AID and U.S. military financed projects."

Current mortgage lending totals provide encouraging news for homebuyers. Single-family mortgage loans closed by mortgage companies in January hit a record $1.5 billion, reports the Mortgage Bankers Association. Investor commitments received by mortgage companies for home loans rose to $2.5 billion in January from $1.8 billion in December. Comparable figure for January 1976: $1.6 billion. This peak volume is attributed to overall growth in the economy, declines in long-term interest rates, and exceptionally high demand for homes.

Must an American-made car be a large car? Buyers are providing a disturbingly stubborn affirmative answer to that energy-related question. Large or intermediate cars were 65 percent of all domestic-make sales in the first quarter of 1977, up from 58 percent in 1976 and 51 percent in 1975. The trend persists despite rebates and other incentives aimed at building small car demand. Makers face a major challenge in developing market strategies to reverse the trend. Mandatory fuel economy standards that begin with the 1978 model year will require a sales mix in which smaller models will have to be strongly represented.

The Supreme Court has agreed to decide whether preserving clean air is a federal or state concern. A 1976 amendment to the Clean Air Act of 1970 gives the Environmental Protection Agency authority to stop "significant deterioration" of air quality in areas where the air is currently cleaner than federal standards require. The court test was initiated by five electric utility firms and the American Petroleum Institute. They contend the Constitution gives the states the right to determine their own land use policies. The decision now being appealed held that regulation of air pollution is properly within federal jurisdiction.

Confidence levels of businessmen are just as important as consumer expectations in economic decision making. That is the basic premise of three new public surveys. The U.S. Chamber of Commerce is supporting a quarterly Gallup Poll of 1,500 companies to probe executives' attitudes and expectations, with the first results due Sept. 1. The University of Michigan Survey Research Center has revealed plans for an in-depth business confidence survey. The Conference Board began a less extensive quarterly survey of business confidence in March 1976. Investment lags in recent months have led many economists to urge a more thorough monitoring of business intentions.

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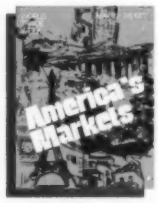

COVER: Official poster for 1977 World Trade Week dramatizes the varied nature of the nations and peoples that form "America's Markets" abroad. The concept of a national observance focusing on American foreign trade originated in Los Angeles in 1927.

U.S. DEPARTMENT OF COMMERCE

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Retail Sales Rebound Sharply After Weather-Related Decline

This article was prepared by Commerce Chief Economist Courtenay Slater in collaboration with Theodore S. Torda, Staff Economist.

Dr. Slater

The strong growth of retail sales which began late last year has continued during the past few months. Retail sales rebounded by 2.7 percent in February from the weather-induced decline of January, rose a further 2.1 percent in March, and held steady in April. During the past nine months or so, sales growth has been financed in part by reductions in personal savings (or increases in consumer credit). With the personal saving rate now quite low, future growth of consumer spending is most unlikely to exceed the growth of disposable personal income.

The leveling in April's retail sales was not surprising and should not be construed as a sign of incipient weakness in the consumer sector. Rapid expansion of sales at automotive dealers—up 8 percent from January to March—was not expected to continue, and auto sales eased by 4 percent in April, partly due to the ending of dealers sales contests. Excluding the automotive group, retail sales continued to rise in April at almost the same rate as in March. Sales within the general merchandise group, which is entirely consumer-oriented, were up 2.5 percent in April.

Changes in the ability and willingness of consumers to spend depend to a large extent on the rate of change in disposable personal income and the rate of inflation. Also of critical importance are consumer attitudes, which various private surveys attempt to measure largely on the basis of how households perceive current and prospective business conditions and their own personal financial situation.

The rate of growth of retail sales has varied during the course of recovery from the 1974-75 recession. The tax rebate of 1975, which represented a substantial temporary addition to disposable personal income, helped trigger the recovery in retail sales that began early in that year. At the same time, inflationary pressures began to abate and consumer attitudes began to recover from the depressed level of the recession.

After early 1976, the improvement in consumer attitudes came to a standstill for a time. The University of Michigan's index of consumer sentiment practically leveled off after the first quarter of 1976, while the Conference Board's index of consumer confidence drifted down until late in the year. Meanwhile, growth in real disposable personal income slowed temporarily and retail sales, primarily in the automotive group, flattened significantly. This produced rising inventory-to-sales ratios during the summer of 1976 and set the stage for a sharp inventory correction in the fourth quarter—the major factor causing unusually low growth in real gross national product at that time.

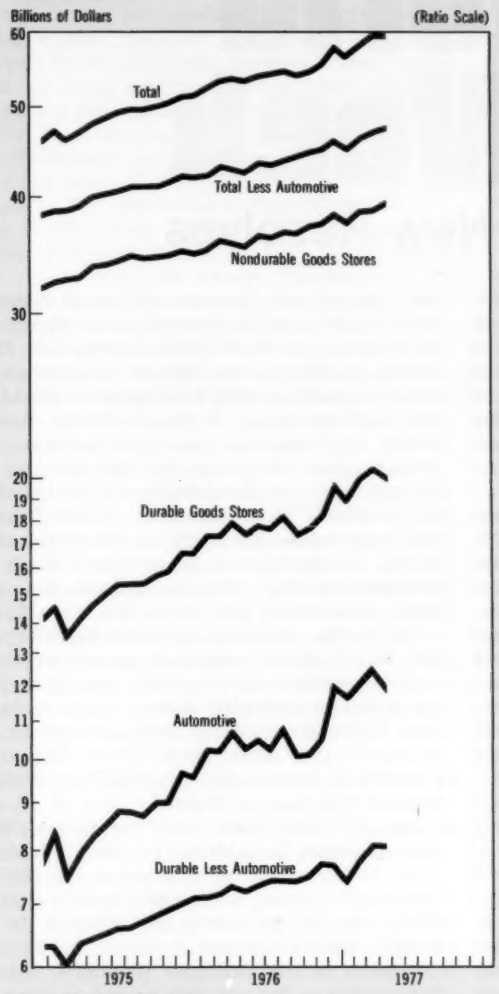
Greater consumer confidence and stronger growth of retail sales during the fourth quarter brought down the inventory-to-sales ratios. Some of the strength in retail sales in late 1976 was due to the onset of an extra-cold winter, as households stepped up retail purchases of fuel oil and bottled gas. More severe weather early in 1977 had a dramatic effect on the composition and pattern of retail trade. Almost every major category of retail sales declined in January. Exceptions were sales by mail order houses, which showed a sharp increase, and miscellaneous nondurable goods sales, which also rose significantly because of home fuel requirements. The cold weather also stimulated sales of certain types of apparel, antifreeze, electric space heaters, and home insulation.

With the impressive performance of retail trade after January, sales for the year-to-date have been slightly above retailers' expectations. Early in the year, a survey conducted by the Bureau of Economic Analysis showed that retailers expected a 9.7 percent gain in sales for 1977. Sales during the January through April period were 10.6 percent above the year-earlier level. Maintenance of this 10.6 percent gain for the entire year 1977 over 1976 would require an increase in retail sales of just over one-half percent per month for the remainder of 1977.

During the recovery period, the physical volume of retail sales has risen considerably faster than real disposable personal income. This has resulted in a decline in the personal saving rate from an average of 7 percent in the first half of 1976 to an 8-year low of 5 percent in the first quarter of 1977. The recent unusually low saving rate partly reflected the high level of automotive sales during the first quarter and the extra-high home heating bills paid by consumers. It also stemmed in part from the fact that the first quarter gain in disposable personal income was held down by taxes paid on the unusually large number of gifts made in late 1976 just prior to a change in estate and gift tax laws. These factors suggest that the saving rate is unlikely to continue to decline in the quarters ahead, and more likely will begin to edge up. If this analysis is correct, near-term gains in retail sales may fall short of growth in income.

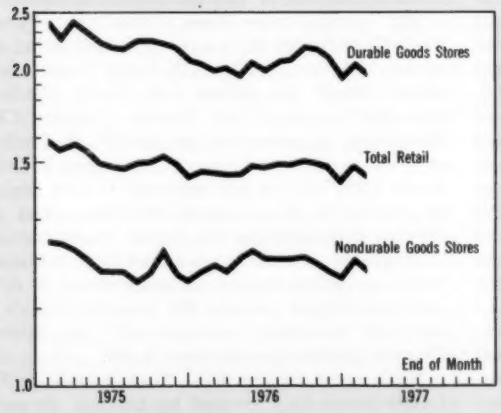
There are, of course, always uncertainties associated with the outlook. Among those at hand is the question of the impact of the withdrawal of the proposed $50 per person income tax rebate on consumer attitudes and retail sales. Another question is whether consumer psychology may be adversely influenced by the recent acceleration in the rate of consumer price increase. The consumer price index rose at an annual rate of 10 percent during the first three months of 1977. However, some of this was caused by weather-induced food price increases and sharply higher fuel prices, and this high rate of price increase is not expected to continue. The Administration's most recent forecast implies that consumer prices will rise at an annual rate of about 5.5 percent during the remainder of 1977. Growth of employment and personal income has been strong in recent months, so that, unless consumer confidence should weaken significantly, retail sales should grow at a fairly steady pace.

Retail Sales

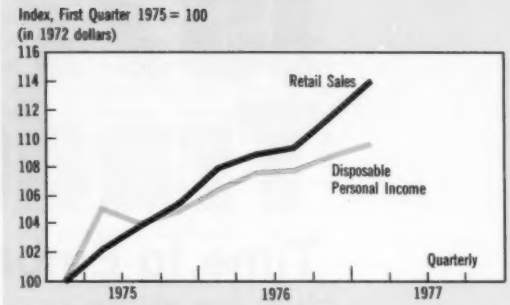


Source: U.S. Dept. of Commerce

Inventory/Sales Ratio



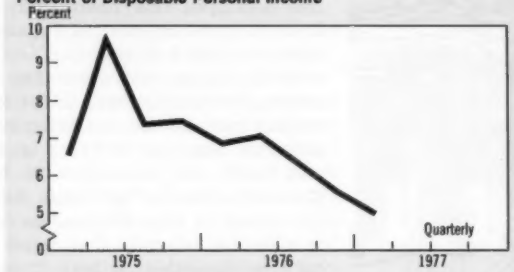
Source: U.S. Dept. of Commerce



Source: U.S. Dept. of Commerce

Personal Saving

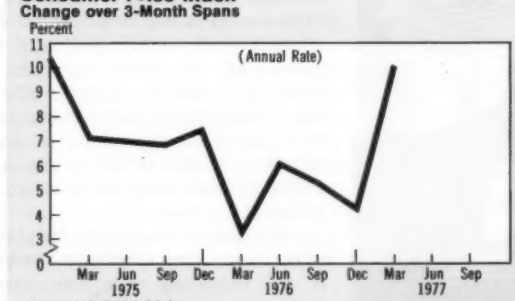
Percent of Disposable Personal Income



Source: U.S. Dept. of Commerce

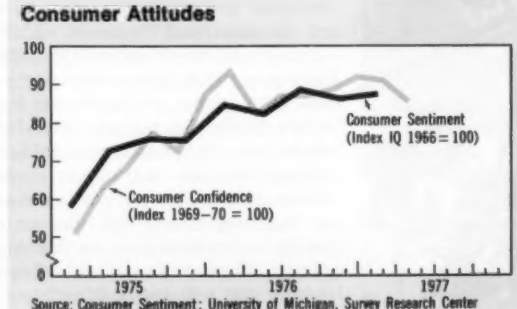
Consumer Price Index

Change over 3-Month Spans



Source: U.S. Dept. of Labor

Consumer Attitudes



Source: Consumer Sentiment; University of Michigan, Survey Research Center
Consumer Confidence; Conference Board

Note: All series are seasonally adjusted.

1977 World Trade Week

Time to Embark on New Resolves

The focus is on the Far East this week in Boston, West Orange, N.J., Bettendorf, Iowa, and San Diego. Business executives in those cities are taking a close look at trade opportunities across the Pacific during the 51st observance of World Trade Week. Another community, Memphis, has developed this theme into an extended celebration centering around Japanese culture, entertainment and business.

While Japan and other Far East nations are getting top billing there and elsewhere, other U.S. trading partners are not being neglected. The Near East, for example, is being spotlighted in Buffalo and Macon, Ga.; Canada in St. Louis and Phoenix; France in Omaha; and Latin America, Europe and the Orient in Fort Lauderdale. World Trade Week this year is officially designated by President Carter's proclamation as May 22-28, but many areas began their observances with seminars and other activities last week, and some observances will carry over into early June.

The importance of maintaining strong commercial ties with other nations around the world was stressed by President Carter in his proclamation: "We live in a world where all of us must depend on each other—a world divided by nationality and philosophy, but drawn together by common problems and common hopes." The President added that "Our desire for justice, stability and peace finds practical expression in world trade. Trade generates forces of friendship and understanding, which in turn bring us closer to the kind of world we want."

Secretary of Commerce Juanita Kreps noted that "The observance of World Trade Week 1977 early in the beginning of a new Administration is the time to reaffirm long-standing principles and embark on new resolves." She emphasized the role of the Department of Commerce in helping American business expand its overseas operations: "Looking ahead, we must increase efforts to assist the U.S. business community to adapt to the new conditions of international business. Although the United States exported almost $115 billion worth of goods last year, that figure represents only 7 percent of Gross National Product—far below the level of other industrial nations. The U.S. Department of Commerce will work more diligently than ever to bring overseas marketing opportunities to U.S. business, particularly smaller companies."

Secretary Kreps will have an opportunity to expand on this theme at the 4th Annual International Trade Conference of the Southwest in Dallas, where she will speak May 24. A number of other Department officials will be featured Trade Week speakers. Frank Weil, Asst. Secretary for Domestic and International Business, will be in Minneapolis for a program on the importance of exporting, and in Boston for a World Trade Day in New England session on "More Jobs Through International Business." Keynote speaker for Alabama's World Trade Day, in Birmingham, is Elsa A. Porter, Asst. Secretary of Commerce for Administration. Jordan Baruch, Asst. Secretary for Science and Technology, travels to Honolulu for a Chamber of Commerce World Trade Conference. Robert Shaw, Acting Deputy Asst. Secretary for International Commerce, is scheduled to be at World Trade Week meetings in New Orleans, Augusta, Ga., Biloxi, Miss., Long Beach, San Diego, and Boise, Idaho.

The Dallas conference at which Secretary Kreps will be a featured speaker is one of several major regional conferences that each year draw participants from neighboring states. Others include the Ohio Valley International Trade Conference, in Indianapolis this year; World Trade Day in New England, at Boston; and the Tri-Cities Trade Conference, this year at Buffalo.

Special World Trade Week events dot the various programs. In addition to World Trade Day, Long Islanders will be celebrating the 50th anniversary of Charles Lindbergh's historic solo flight from Long Island across the Atlantic. In Pittsburgh, Penn's Southwest Assn. will be honored as "Marketer of the Year" for its role in attracting Volkswagen to Pennsylvania as well as other international activities. Oakland's observances of World Trade Week this year represent a move toward revival of what used to be a Bay Area-wide program of events commemorating trade, carried out through cooperative efforts on both sides of the Bay. Phoenix, for the first time, will hold a recognition luncheon for foreign consuls stationed there.

The World Trade Week Committee of the New York-New Jersey Port Area is coordinating a wide variety of events. The 5th Long Island International Trade Exposition and World Trade Day, May 24, at the Crest Hollow Country Club in Woodbury, is sponsored by the World Trade Club of the Long Island Assn. of Commerce & Industry. Some 2,000 visitors are expected to view the wares of nearly 60 Long Island exhibitors and attend several presentations on recent technological advancements and their relationship to international trade. As noted earlier, an achievement of 50 years ago that helped prepare the way for today's efficient air transport systems will be celebrated: Charles Lindbergh's historic flight.

Next event on the New York agenda is Export Development Day, backed by the U.S. Department of Commerce and International Executives Assn. The World Trade Center event will feature a work-

shop for companies and individuals new to export as well as for more experienced exporters who wish an update on latest techniques and procedures for turning exports into profits. An "Export Matchmaking Session," the third in a series presented by the New York Commerce District Office, is designed to bring smaller manufacturers together with export management company representatives (EMC's) on a person-to-person private consultative basis. Participants in Export Development Day will hear a luncheon address by Daniel Minchew, Chairman of the U.S. International Trade Commission.

Also in New York City, the World Trade Institute has scheduled several seminars during World Trade Week, including Export Development; International Management Accounting; Africa—Business Opportunities and Problems: A Firsthand Account; International Taxation: Technical Session and Compliance Workshop; and Introduction to International Business. FCIB, an association of executives in finance, credit and international business, is holding an unusual meeting outside the city prior to World Trade Week, in San Antonio.

Activity in New Jersey centers on the 10th Annual New Jersey World Trade Conference, at The Manor in West Orange. This year the conference focuses on "Trading with Japan," offering specific information on how to export, market and do business in that country. Representatives of Japan's leading trading companies will be in attendance. Speakers include Fumihiko Togo, Japanese Ambassador to the United States; Brendan Byrne, Governor of New Jersey; and Commerce's Country Specialist for Japan, Tatsuo "Art" Miyakawa.

Hartford is making an "International Salute" to the some 64 foreign-owned companies in Connecticut. Two recent "E" award recipients will also be honored. The Connecticut Business Journal is printing a special edition on world trade.

Buffalo is host this year to the 21st Annual Tri-City World Trade dinner meeting. For the cities of Syracuse, Rochester and Buffalo, it represents the one time each year when the World Trade Clubs of each city gather for a joint meeting. The theme this year, "Updating Business Conditions in the Near East," draws Peter Hale of the Commerce Action Group for the Near East as featured speaker.

Commerce's Frank Weil heads the list of invitees at Boston's World Trade Day in New England, presented by the International Business Center of New England and Commerce's Boston District Office. The Asst. Secretary of Commerce for Domestic and International Business will discuss "More Jobs Through International Business." Another Commerce official, M. Virginia Webbert of the Office of International Marketing, will participate in a session on "Marketing in Indonesia and Singapore."

An array of U.S. Government officials will participate in Rhode Island's World Trade Week Conference May 25, which will focus on "Doing Business in Canada." Commerce will be represented by Robert L. Pritchard, Director of the Domestic Export Programs Division in the Office of Export Development. Pritchard's topic: "Business Expansion Through World Trade." This event, at Bryant College in Smithfield, R.I., is sponsored by the Commerce District Office, Rhode Island Department of Economic Development, Chamber of Commerce World Trade Club, and U.S. Small Business Administration.

Commerce's Pritchard will be in Bangor on the preceding day, for World Trade Day in Maine, where the value of U.S. Department of Commerce trade exhibitions will be discussed by Donald R. Hawkins, President, Telemetrics, Portland. Maine Rubber International, Westbrook, will receive a Presidential "E" Award at this event, which is sponsored by the U.S. Department of Commerce, Greater Bangor Chamber of Commerce, Action Committee of 50, and Bangor's Economic Development Department.

Indiana, Kentucky and Ohio's annual get-together is in Indianapolis this year. This event, the 12th Ohio Valley International Trade Conference, is sponsored by a federation of world trade organizations in the metropolitan areas of Dayton, Cincinnati, Louisville and Indianapolis. Taking advantage of this year's locale, a day at the Indianapolis Motor Speedway has been arranged for interested conference participants.

Cleveland hosts a "profit-making conference for selling overseas and acquiring foreign sales representation for all manufacturers, small and large." Behind this event is the Committee for the Export Matchmaker Conference, consisting of Commerce Department offices in Cleveland and Cincinnati with cooperation of those in seven other states. Experienced export management companies, international trade specialists from the Commerce Department and other trade experts will "match" individual company potential in the overseas market for specific products.

The Cincinnati District Office is having a public display in the lobby of the Southern Ohio Bank May 16-27, with special emphasis on World Trade Week in Cincinnati.

The Rotary Clubs of Versailles and Frankfort, Ky., plan World Trade Week programs, featuring Commerce Trade Specialist Robert E. Dowland.

Pittsburgh gets in the World Trade Week picture with a meeting on May 25 of the Pennsylvania chapter of the American Marketing Assn. Newton Heston, Director of the Commerce District Office there, will present the award noted earlier to Penn's Southwest Assn. Philadelphia's World Trade Assn., which has held monthly meetings devoted to export awareness since 1931, will honor 40 local companies that have previously been awarded the President's "E" Award.

"Doing Business with Sweden" was the subject in Chicago, at a seminar presented by the Mid-American Swedish Trade Assn. Commerce's James Boney participated in a panel discussion. A Propeller Club Maritime Day luncheon is set for this week.

"What's Ahead for World Trade" will be the theme of the 1977 Minnesota World Trade Week program this week in Bloomington. May 24 has been designated Agriculture Day, May 25 Investors and Multinationals Day and May 26 World Trade Day. Among topics to be considered are the economic outlook abroad, methods of reaching foreign investment decisions, how to attract reverse investment, exporting and importing, the outlook for agricultural exports, foreign credit and collections, legal aspects of world trade, the future of DISCs and pending legislation. This annual event has now been institutionalized as World Trade Week, Inc. Members of the corporation are

the Minnesota World Trade Assn., the Minnesota District Export Council, Minnesota International Center, World Affairs Council, United Nations Assn. of Minnesota and Hennepin County Bar Assn.

St. Louis spotlights Canada in World Trade Week. This seminar on doing business with America's northern neighbor will be held May 24 by the World Trade Club of St. Louis.

Iowans are actively observing World Trade Week. Things kick off May 24 with a Southeastern Iowa International Trade Assn. meeting at Fort Madison, subject: "Export Traffic Workshop." Speakers are Jesse N. Durden, Director, Des Moines District Office; Allan Malmberg, Manager, Norman G. Jensen, Inc., Des Moines; John F. Sperling, Manager, Emery Air Freight, Des Moines. Bettendorf, Iowa gets in the act next day with a meeting of the Iowa-Illinois International Trade Assn.; topic is "Midwest Trade With Japan." Commerce's Jesse Durden will share the program with the Japan External Trade Organization (JETRO), Chicago. Cedar Falls hosts a Foreign Trade Committee meeting May 26; speaker is Gary J. Ellis, Trade Specialist, Des Moines District Office.

Omaha got an early start on World Trade Week with a seminar May 17 on "How to do Business in France," sponsored by the Commerce District Office. The Omaha District Office also worked with the Omaha Committee on National Transportation Week to share in its events and editorial space in a Sunday supplement of the *Omaha World Herald*, May 15.

Action in the Dakotas includes the Governor's International Trade Council meeting and luncheon May 24 in Bismarck, N.D., sponsored by Governor Link and the state's Business and Industrial Development Department. Fargo hosts an International Trade Conference for World Trade Week, sponsored by the Fargo-Cass County Industrial Development Corp. and the Business and Industrial Development Department of North Dakota. The show moves to Sioux Falls, S.D. at week's end for another World Trade Week conference, this one called by the Industrial Division of South Dakota.

Japan and other Far East nations are getting top billing.

Commerce's Acting Deputy Asst. Secretary Robert Shaw is scheduled to speak at a World Trade Week luncheon in Boise, Idaho.

The Colorado District Export Council is helping its state's firms expand their overseas sales by conducting an all-day conference in observance of World Trade Week, featuring an address by Hughes Eaton III of Dillon Read, Inc., followed by a series of workshops for smaller firms and presentation of the Governor's and President's awards for excellence in exporting.

Things got under way in Phoenix with a seminar on "Doing Business in Canada" May 17. Several Canadians as well as Commerce's Canada Specialist, Ken Fernandez, were scheduled speakers. During World Trade Week, the Arizona District Export Council and World Trade Assn. will host a recognition luncheon for the Consular Corps in Arizona. Gov. Raul Castro will be featured speaker at this first-time event. Attendees at the Arizona World Trade Assn. annual World Trade Week dinner meeting, in Phoenix May 26, will hear Benjamin Weiner of Probe International.

The Reno area, which is steadily becoming more involved in exporting, hosted a pre-World Trade Week luncheon sponsored by the Rotary Club and Nevada World Trade and Int'l Tourism Assn.

San Franciscans are currently hosting a convention of more than 500 overseas Chinese traders. The World Trade Assn. of San Francisco and other world trade groups are holding a world trade luncheon in San Francisco, and Ambassador Robert Strauss is scheduled speaker at a San Francisco Chamber of Commerce luncheon.

The Oakland World Trade Club's 42nd Annual Consular Corps Banquet kicked off special events in that area several days ago. Oakland is offering entertainment by musical and other groups in the Square during World Trade Week. The Bay Area Rapid Transit (BART) system is featuring in-station displays related to world trade, and local merchants have put up store and window displays. The *Oakland Tribune* planned to publish a special world trade section in its Sunday, May 15 edition. Free boat tours through the Port of Oakland are on the program.

Long Beach festivities will center around a "How to Export Seminar" sponsored by the city's International Business Assn. and the International Marketing Assn. of Orange County. Los Angeles is holding its 9th Annual Export Seminar at City Hall Tower, backed by the Export Managers Assn. of Southern California and Mayor Bradley. San Diego's contribution is a luncheon seminar on "U.S.-Japan Relations," with prime movers being the local Chamber of Commerce, World Trade Assn., Port of San Diego and Commerce District Office. Not to be outdone, the El Cajon and Oceanside Chambers of Commerce will be holding world trade seminars on May 26 and 27.

Hawaii is also involved, with Asst. Secretary of Commerce Jordan Baruch traveling to Honolulu to speak before the Hawaii Chamber of Commerce World Trade Conference.

As noted earlier, Secretary of Commerce Juanita Kreps will be in Dallas during World Trade Week

PRESIDENT ON WORLD TRADE

The following is from the World Trade Week proclamation of President Carter:

We live in a world where all of us must depend on each other—a world divided by nationality and philosophy, but drawn together by common problems and common hopes. We share with all people a concern about unemployment, inequality, poverty, inflation, and the danger of war. And we share with all people the hope of a life free of hunger, disease, and repression, and a determination to overcome international differences with mutual trust, respect and cooperation.

Our desire for justice, stability, and peace finds practical expression in world trade. Trade generates forces of friendship and understanding, which in turn bring us closer to the kind of world we want.

The United States is the unsurpassed leader in international commerce. Because our total trade is greater than that of any other nation, we can, by increasing our trade activities, make an enormous contribution to the health of the international economy, to the job market at home and abroad, to progressive relationships between rich and poor nations and, finally, to the cause of peace on our globe.

TELLING THE PUBLIC—This message on billboards scattered throughout the Phoenix metropolitan area is, in the phrase of a District Export Council official, "short, sweet and to the point."

for the 4th Annual International Trade Conference of the Southwest. Other speakers include Robert Strauss, Special Representative for Trade Negotiations; Donald M. Kendall of PepsiCo., Inc.; Howard E. Kauffmann of Exxon Corp.; Lee Morgan of Caterpillar Tractor; Ardeshir Zahedi, Ambassador of Iran to the United States; Yun-suan Sun, Minister of Economic Affairs, Republic of China; and Sergev A. Mkrtumov, Trade Representative of the USSR in the United States. This Center for International Business conference is held on the campus of Southern Methodist University. Also during World Trade Week, the Dallas District Office will arrange business appointments for a group of 14 high-level Brazilians, in cooperation with the U.S. Chamber of Commerce.

The Arkansas Exporters Roundtable will present a program on "Marketing in Brazil," with a Foreign Service local employee of the U.S. Consulate in Sao Paulo as featured speaker. At the same Little Rock meeting, the President's "E" Award will be presented to Peterson Industries, the second Arkansas firm to receive this honor.

Special activities in Oklahoma began May 10 with a joint meeting of the Oklahoma City International Trade Club and the Tulsa World Trade Assn. in Oklahoma City. During World Trade Week, the Governor of Oklahoma will present his "Award for Excellence in Exporting" to an Oklahoma-based company. The Wednesday following World Trade Week, Jackson Hearn of the Commerce Action Group for the Near East will be in Oklahoma City to present a briefing on "Doing Business in the Middle East."

Florida celebrates with the 1977 Governor's Conference on World Trade, in Fort Lauderdale this year. The theme is "Florida International Update," with sessions on Latin America, Europe and the Orient. Commerce will be represented by Thomas K. Brewer, Andean/Caribbean Marketing Manager. The "E" award will be presented by Governor Askew to the Florida Department of Agriculture.

New Orleans planned a World Trade Week luncheon on May 18, featuring Commerce's Robert Shaw as keynote speaker. An "E" award was presented during the event.

Commerce's Shaw was also to be in Biloxi, Miss., for a World Trade Day reception and dinner presented by the Mississippi Marketing Council.

Asst. Secretary of Commerce Elsa Porter will be in Birmingham for Alabama's "annual acknowledgement of the contributions made to the United States standard of living, economic growth and world peace by companies engaging in world trade." She will present an "E" award at this event sponsored by the Birmingham Area Chamber of Commerce and Alabama World Trade Assn.

Featured in Georgia will be a workshop on "Doing Business in the Middle East," at Macon on May 24. Commerce's representative will be Andras Behr of the Commerce Action Group for the Near East. Sponsors are the Atlanta District Office, Georgia Business and Industry Assn., and Greater Macon Chamber of Commerce.

Dean Rusk is principal speaker at the Georgia International Trade Assn.'s annual World Trade luncheon in Atlanta.

Business and government leaders in South Carolina focus their attention on "Asia—the Emerging Giant" during the 4th South Carolina International Trade Conference. Seven panelists cover a variety of topics concerning trade with Asiatic nations for the expected 600 participants.

North Carolina's most significant event honoring World Trade Week is the annual meeting of the North Carolina World Trade Assn. at Raleigh. Some 350 attendees were expected for the May 18 affair. Other North Carolina events include meetings of various World Trade Clubs, including Triangle International Trade Assn., Raleigh; Metrolina World Trade Club, Charlotte; Western Carolina World Trade Assn., Hickory; Triad World Trade Club, Winston-Salem; and Coastal Plains World Trade Assn., Greenville.

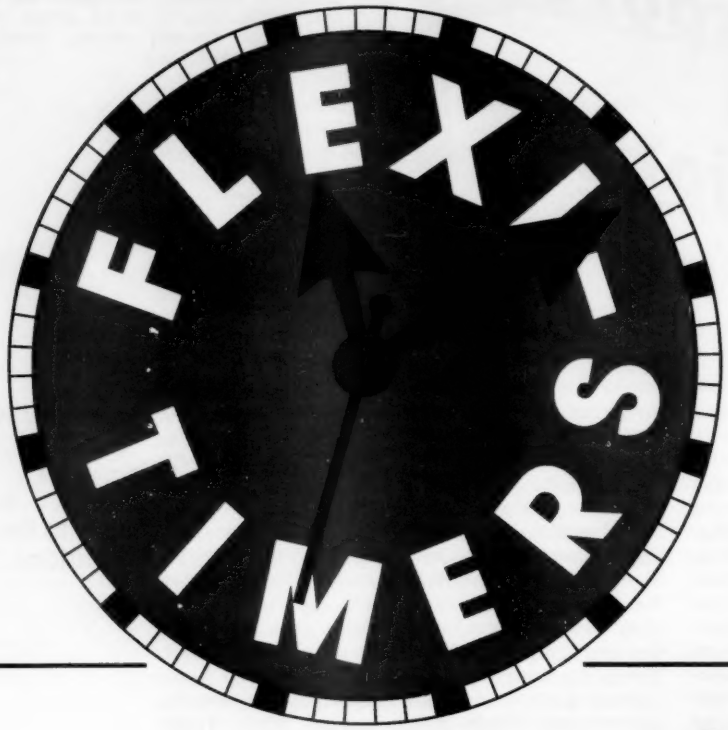
The 2nd Annual Virginia World Trade Day luncheon, at the Hotel John Marshall in Richmond, honors Gov. Mills E. Godwin for his "outstanding contributions to international trade."

In Chattanooga, the first Tuesday in June is traditionally designated as World Trade Day. The World Trade Council of the area Chamber of Commerce and the Kiwanis Club join anually on that day, June 7 this year, for a world trade promotion.

Memphis is maintaining its Japan theme throughout the month, as noted earlier, and a business conference devoted to that country earlier this month was considered the central world trade event there.

The World Trade Council of Middle Tennessee, Nashville, will have a World Trade Week luncheon at which Gov. Ray Blanton will make the principal address. The East Tennessee International Commerce Club in Knoxville will wait until June 6 for its World Trade Day.

Secretary Kreps: "We must increase efforts . . . to adapt to the new conditions."



...do it their way while firms benefit

Increased productivity . . . reductions in tardiness, absenteeism and turnover . . . easier commuting . . . improved morale. These are some of the benefits to employer and employee from flexible work hours, according to a survey by the Business and Professional Women's Foundation.

An increasing number of firms around the country are experimenting with the various kinds of alternative work plans. A number of these involve flexible hours.

Many of them undertook the programs with some reservations. Blue-collar workers in factories and other industries were used to punching a time clock. But what would happen when white collar workers had to keep track of their hours? Would they resent it? Would they be accurate? Some firms invested in time-keeping equipment. Others simply relied on managerial control or peer-group pressure.

Some companies chose, after experimental periods, not to convert to flexible work hours. They found the disadvantages outweighed the advantages for their particular operations. A New England bank, for example, decided against investing in timekeeping equipment following a trial period, feeling the potential benefits didn't justify the cost.

But most were pleased with the favorable results, and elected to introduce flexible work plans either company-wide or in individual departments.

Control Data Corp., a worldwide computer and financial services company based in Minneapolis, has introduced three forms of alternative work during the past decade: flexible work hours, part-time workers and temporary personnel.

In the late 1960s, Control Data surveyed the Selby area of St. Paul in conjunction with the St. Paul Urban Coalition and discovered a need for part-time employment for mothers who wanted to work

WRITING THEIR OWN TICKETS—Workers on flexible hours can make time for personal errands. Managers report less absenteeism, as the employees make up any time missed.

only while their children were in school, and students who needed income to stay in school or supplement the family income. The company decided to open a facility specifically designated to employ part-time workers.

Its success warranted the construction of a larger facility in 1974. In addition to filling the company's needs, the unit, a bindery, provides services on a contract basis for more than 50 Twin City business firms and government organizations.

The Selby work force currently observes two shifts, five days per week: 8:30 a.m. to 2 p.m. and 2:30-5:30 p.m. There are 130 part-time employees and nine full-time employees. Approximately 90 percent of the work force are members of minority groups.

In addition to cost savings for the company, the Selby operation has also helped the community and the state save money, as a number of the employees previously were dependent on public assistance.

In 1972, Control Data initiated two flexible work hours pilot programs involving approximately 1,300 employees in jobs representing a cross section of functions. Only reporting-to-work and departing-from-work times were affected, not the length of the work day or work week. Responsibility for the scheduling rested with the first line managers in each division.

What were the results? According to a company summary of the program, it resulted in improved attitudes, morale and productivity; less traffic congestion and tardiness; and more leisure time. Other factors that were somewhat or temporarily improved included reduced absenteeism, better communication between shifts and departments, greater management flexibility, and an additional plus in attracting new employees.

Management claims no negative results, saying that predicted losses in management control, productivity, communication between shifts and departments, and employee abuses have not materialized.

As a result of the successful pilot programs, Control Data expanded flexible work hours to all of its worldwide operations in 1973. A recent survey indicates that among approximately 25,000 U.S.-based employees, 77.2 percent were on flexible hours.

Management's conclusion is that "the flexible work hours program is favorably received by both management and non-management employees, and positively influences the employee's quality of life without any loss in productivity."

Three years ago Control Data established a clerical pool to provide needed support in the event of employee absences due to vacations or illness. Today, the pool has been expanded to supplement the regular staff for projects requiring additional help on a temporary basis. The size of the clerical pool ranges from 20 to 50, primarily women who prefer to work part time.

Originally, the pool had only four or five job categories. Today, it has more than 20, including secretaries, clerk-typists, personnel technicians, accounting clerks and manuscript typists.

Additionally, Control Data makes extensive use of temporary workers as volume of production demands it.

A personnel officer at Mutual of New York (MONY) calls its switch to flexible working hours "a smashing success." The New York City-based insurance company introduced the program on a limited basis, and expanded it as it proved successful. Today, approximately three quarters of the 2,500 employees in the company's New York City and Syracuse offices are on flexible hours.

Each division establishes its hours within guide-

"... it has had an impressively positive impact on employee and supervisor attitudes about the broad variety of personal and job-related items."

BACK TO THE DRAWING BOARD—Alternative work plans still require adjustments, as some union contracts and other regulations prohibit working more than eight hours a day without overtime pay.

"It became apparent that flexibility in work schedules is a key ingredient in satisfying the desire of all of us to influence our own life style."

lines set by the company's security force, which must oversee the buildings during the hours they are open. Employees must work seven and one-quarter hours between 7:30 a.m. and 8 p.m.

In some divisions the entire staff works the same hours. In others, individuals choose their own schedules. No records of an individual's hours worked are kept, since MONY has found peer-group pressure to be an effective means of assuring that each person assumes his or her fair share of the workload.

How does the company know that flexible hours have made a difference? Absenteeism and lateness have been reduced. Whereas formerly employees might not come in at all if they were going to be late, now they know they can make up the time at the end of the day. Morale appears to have improved, and the personnel office has received positive feedback on surveys.

Smith Kline & French Laboratories instituted flexible working hours several years ago in its Upper Merion, Pa., facility following a pilot program. In October 1974 flexible work hours were expanded to the entire company. The firm carefully documented the results of the program, and concluded that it "has had an impressively positive impact on employee and supervisor attitudes about the broad variety of personal and job-related items. Employees report improved morale and productivity; supervisors report that predicted problems with work scheduling have not occurred. Work hour patterns show minimal variability, while an analysis of absenteeism, overtime, and support services yields inconclusive results."

The company considered three types of flexible work plans: staggered work hours (employees select, within limits, the working hours they prefer, and work those hours every day); flexibility within the work day (employees decide, within limits, what hours to work on a day by day basis, as long as they don't exceed seven hours a day); and true Flexitime, which allows the employee to work not only the hours he or she wishes, within limits, but to work as many hours a day as desired, up to 10¼, as long as the weekly total is 35.

All of these plans require employees' presence during certain core hours, such as 9:15 a.m. to 3 p.m. True Flexitime is often not possible due to Federal Government or union regulations prohibiting more than eight hours work in a single day without overtime payment.

In the follow-up surveys of both supervisory and nonsupervisory personnel, the reasons given for liking the flexible hours included: driving to and from work when traffic is lighter, being able to take time off for personal business without charging it to leave, finishing work early in good weather, being able to make better use of time, and greater willingness to stay late to finish a project, if necessary.

In testimony before the Senate Subcommittee on Employment, Poverty and Migratory Labor, M. E. Jacobson, vice-president for personnel of Northwestern Mutual Life Insurance Company of Milwaukee, referred to his firm's introduction of varied work hours as "the most visible step to improve working conditions our company has taken in the last ten years."

According to Jacobson, "Our consideration of variable hours came about in 1973 because we wanted to institute special summer hours but couldn't get agreement on what they ought to be . . . It became apparent that flexibility in work schedules is a key ingredient in satisfying the desire of all of us to influence our own life style . . . For years we have been working to create that climate which seems to be present in the most

COOPERATIVE EFFORT—Assembly line jobs are among the most difficult to adapt to flexible hours, but some companies who tried it found it worth the trouble. Increased productivity is often a byproduct when workers are allowed to choose their hours.

effective organizations: A climate of openness and trust where people are seen as responsible and trustworthy enough to be included in decision making; where employees meet more of their needs which, in turn, helps the company better meet its goals."

The company originally tested the program on a six-month basis. During this period, they measured its effectiveness in terms of service, employee attitudes, supervisor attitudes, the reaction of union officials, tardiness and absenteeism.

The favorable results led them to institute the program on a permanent basis. Among the advantages Northwestern Mutual found:

- Employees who are dropped off early at the office by spouses or car pools can put the time to good advantage, rather than wasting it;
- It's helped make recruitment of new employees easier;
- It's leveled out the 8 a.m. and 4 p.m. congestion around the building;
- It spreads out the traffic flow on city expressways and downtown streets;
- Incoming mail is opened, read, distributed and acted upon earlier in the day;
- It provides an extra hour of telephone service to both east and west coasts, and
- It boosts the company's affirmative action efforts by accommodating the working mother.

In tangible results, the number of days lost per employee dropped from 5.8 in 1974 to 4.7 in 1975, the lowest average since 1969. The turnover rate of non-management employees in 1975 was 13.7 percent . . . down from 33.9 percent in 1968, and the lowest since World War II.

Jacobson's advice to other companies contemplating flexible work hours: "Determine if you have a suitable environment in your organization; second, involve the total organization, not selected departments; and third, make supervisors accountable for making variable hours work."

The results at Northwestern Mutual: ". . . great! Almost none of the administrative or operational problems we anticipated have developed. . . . I urge this subcommittee to further examine flexible hours as a way of improving the quality of working life in America. Our experience is totally positive and one of the few changes introduced where nobody loses—everybody wins!"

Neill K. Banks, Jr., president of Bomco Corp. of Gloucester, Mass., joins the chorus of company executives who praise flexible working hours. His company, a small metal-working firm that operates under contracts, decided a few years ago to offer its employees the option of four-day work weeks. About 80 percent chose to try it. According to Banks, "the success of the whole operation depended on whether people would work together . . . they did . . . and have been doing it ever since. It works like a dream."

Bomco's employees agreed to give up their scheduled breaks in order to reduce each workday to nine and one-half hours. They work a total of 38 hours per week, but are paid for a 40-hour week. Total hours worked are tallied every five weeks, thus enabling workers to make up time over the several-week period rather than in a single week.

Some of the officials in companies experimenting with alternative work programs disclosed they had been apprehensive at the beginning. Generally, lower-level employees were more enthusiastic than managers. However, almost without exception, following several months execution of the plans, the officials expressed satisfaction with the results. Alternative work hours is apparently a concept whose time has come.

"The flexible work hours program positively influences the employee's quality of life without any loss in productivity."

Domestic Business Report

Fluorocarbon Ban Poses Challenge To Industry

FIRST REGULATION ISSUED UNDER TOXIC SUBSTANCE ACT PROVIDES EXEMPTIONS FOR ESSENTIAL USES

Fluorocarbons are coming out of the bathroom, but they may continue to play a key role in many of America's factories.

The Environmental Protection Agency, in coordination with the Food and Drug Administration and the Consumer Product Safety Commission (CPSC), has proposed a ban on the use of fully-halogenated chlorofluoroalkane propellants (commonly known as fluorocarbons) for aerosol purposes.

This was the first regulation to be issued under the Toxic Substances Control Act. Its provisions will go into effect unless modified as a result of a public hearing scheduled for this summer.

Although the bulk of the fluorocarbon propellants that will be phased out are consumer products such as hairsprays and deodorants, the remaining small percentage of aerosol products are now used for specialized industrial and military applications. It is this category of products whose elimination will cause the greatest replacement problem.

Of particular significance to industry are the proposed EPA regulations, since they control the manufacture and distribution of these products in commerce. These regulations for the elimination of fluorocarbon-propelled aerosols were developed by an interagency work group consisting of EPA, FDA and CPSC representatives, with the Department of Commerce as an official "observer."

The proposed regulations are contained in Part 5 of the May 13 *Federal Register*.

Particular concern

Commerce is particularly concerned about the existing alternatives to the aerosol propellants. Reasonable alternative propellants are described in the EPA background documentation, and are essentially limited to carbon dioxide or flame-retarded hydrocarbon compounds. Although each of these alternatives can propel most aerosol preparations, there are product and safety differences related to their use.

Flame-retarded hydrocarbons, under certain circumstances, are a potential fire hazard in industrial applications. Carbon dioxide propellants, although nonflammable, require considerably higher can pressure than fluorocarbons, which could create a potentially explosive hazard if the can is overheated. Also, at present the spray characteristics of these two alternative propellants do not match the spray characteristics of the fluorocarbons.

Deadlines

The essential parts of the EPA regulations are related to the manufacture and phase-out of the basic fluorocarbons as well as the associated aerosol products. Manufacture of fully-halogenated chlorofluoroalkanes (compounds such as F-11, F-12, F-114, F-115) for aerosol propellants will be banned after Oct. 15, 1978. The manufacture of aerosol products containing fluorocarbons will be banned after Dec. 15, 1978. The distribution of the final product to retail and industrial consumers will be banned after April 15, 1979. Stocks of aerosol cans which have already been delivered to retail outlets by that date can be sold until the supply is exhausted.

Recognizing that some fluorocarbon-propelled aerosol products are essential for continued industrial use, the Interagency Work Group initially examined 13 categories of products.

Of the categories examined, three products met the criteria established for essentiality: mine safety warning devices, release agents for plastic molds, and flying insect pesticides for use in non-residential food handling establishments, poultry coops and space-spraying of aircraft.

Dr. Edwin B. Shykind of Commerce's Bureau of Domestic Commerce, the Department's representative to the joint working group, urges industries using large quantities and varieties of industrial aerosol sprays to examine their present propellants and the proposed alternatives to insure that the ban will not impact on current military specifications, occupational safety and health considerations, or otherwise impair the quality of high technology products. Where the proposed substitutes are not environmentally or occupationally acceptable, data on the costs and risks involved should be sent to EPA and, for those products which can be shown to be essential, exemptions from the regulations should be requested.

Requests for such exemptions should be made known to EPA before July 15, and additional information can be presented at a public hearing scheduled for August 1.

The general criteria for a product exemption are:

- Non-availability of alternative products;
- Economic significance of the product, including the economic effects of removing the product from the market;
- Environmental/health significance of the product, or
- Effects on the "quality of life" resulting from no longer having the product available or using an alternative product.

Study effects closely

Dr. Shykind points out that, although the CO_2 and hydrocarbon substitutes are capable of delivering an aerosol spray, industry should examine their effects on both the worker and the product.

Inquiries concerning the EPA hearing and submissions demonstrating that fluorocarbons are essential to a firm's operations should be made to Perry W. Brunner, Office of Toxic Substances (WH-557). Environmental Protection Agency, 401 M Street, S.W., Washington, D.C. 20460; (202-426-9000). Additional background documentation can be obtained at EPA's Washington offices (Room 725, Waterside Mall East).

Firms interested in the general area of fluorocarbon regulation, including the second phase which covers all other uses, may contact Commerce's Environmental Affairs Division in Room 3112, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-2496).

$4 BILLION WILL SPUR PRIVATE EMPLOYMENT THROUGHOUT NATION

Secretary of Commerce Juanita M. Kreps has announced allocations of $4 billion to the states and territories to create private sector jobs in areas of high unemployment through public works projects. The program features a new approach that will lead to a more equitable and predictable allocation of money in areas of greatest need, she said.

Each state will receive at least $30 million, and none will get more than $500 million.

The Secretary also pointed out that the program allows local authorities to make all decisions as to establishing priorities and selecting specific projects.

On June 3 Commerce's Economic Development Administration will begin announcing approval of individual projects selected for funding under the recently-signed Public Works Employment Act of 1977. The allocation process will be completed by mid-August, and construction must be under way on each project within 90 days after it is authorized.

"We will be using a whole new approach in the distribution of funds," the Secretary said. Previously, projects were scored on a number of factors and selected primarily on the basis of their scoring rank. Now funds will be divided more equitably among eligible areas and applicants within a state, with projects funded on the basis of local priorities.

The state allocations were determined by a formula alloting 65 percent of the funds among all the states according to each one's share of the national total of unemployed, and 35 percent to states where the unemployment rate is above 6.5 percent, in accordance with the degree by which it exceeds that figure.

Below the state level, allocations will be established for each eligible area within the state—those with unemployment rates higher than the state average or above 6.5 percent, whichever is lower.

State governments will receive about 8 percent of the allocations, and the rest of the funds for each state will be allotted to: cities with populations above 50,000; balance-of-counties (areas outside primary cities), and counties with no primary cities.

"Under the former scoring formula," Secretary Kreps said, "applicants couldn't predict in advance whether they would receive funding. Now they will be able to. The uncertainties surrounding the amount of funds that might be received led to false expectations and disappointments in the program last year. Such uncertainties also prevented local priority-setting."

The Act provides $100 million for projects for the nation's Indian tribes, and gives special consideration to "pockets of poverty," such as inner city areas experiencing high unemployment.

The job creating program, a key component of President Carter's economic stimulus package, provides grants for 100 percent of the cost of local facilities such as public buildings, water and sewer lines, industrial sites, and roads.

"The program combines job creation with the construction of useful public facilities that respond to local priorities and needs," Secretary Kreps pointed out. "The prolonged recession and eroded tax base which many communities have suffered have left them with high unemployment and deteriorating public facilities. This stimulus package is an answer to these distress signals.

"These needed facilities represent an investment in America's future. Many will serve as foundations for community development and provide services for decades to come. They will, especially in some of our urban areas, encourage private investments in businesses and property improvements," the Secretary observed.

In addition, she said, the program is designed to respond to the nation's energy problems by making energy con-

State-By-State Allocations

State	Average Number Of Unemployed	State Unemployment Rate	Previously Alloted Under Round One (in thousands)	Planning Targets Under Round Two (in thousands)
Alabama	99,330	6.7	18,439	30,626
Alaska	13,875	8.8	10,000*	30,000*
Arizona	87,479	9.2	13,214	49,195
Arkansas	60,874	7.0	10,000*	30,000*
California	863,358	8.9	250,000**	467,804
Colorado	70,825	5.8	12,612*	30,000*
Connecticut	135,091	9.2	48,422	76,306
Delaware	23,506	9.0	10,000*	30,000*
District of Columbia	29,430	8.9	10,000*	30,000*
Florida	298,547	8.6	136,683	154,234
Georgia	172,616	7.8	24,836	76,029
Hawaii	38,258	9.6	10,000*	30,000*
Idaho	21,745	5.9	10,000*	30,000*
Illinois	321,334	6.3	64,110	89,767
Indiana	142,810	5.9	22,803	39,895
Iowa	52,327	3.9	11,890	30,000*
Kansas	45,935	4.2	10,000*	30,000*
Kentucky	79,981	5.5	15,228	30,000*
Louisiana	103,355	6.9	25,468	34,665
Maine	41,701	8.8	10,000*	30,000*
Maryland	127,394	6.7	20,167	39,282
Massachusetts	244,670	8.9	52,323	132,385
Michigan	359,413	9.0	158,311	197,659
Minnesota	108,363	5.8	16,831	30,272
Mississippi	61,546	6.5	10,000*	30,000*
Missouri	130,984	6.2	19,497	36,591
Montana	20,000	6.1	10,000*	30,000*
Nebraska	23,178	3.2	10,000*	30,000*
Nevada	26,324	8.6	10,000*	30,000*
New Hampshire	25,000	6.4	10,000*	30,000*
New Jersey	341,127	10.3	100,038	217,063
New Mexico	42,758	9.1	10,000*	30,000*
New York	782,982	10.1	232,910	488,172
North Carolina	157,025	6.2	28,039	43,866
North Dakota	10,000	3.6	10,000*	30,000*
Ohio	360,259	7.6	59,578	151,101
Oklahoma	62,395	5.4	16,493	30,000*
Oregon	98,912	9.2	29,491	55,729
Pennsylvania	403,273	7.9	83,385	182,078
Rhode Island	33,816	7.8	16,452	31,533
South Carolina	84,328	6.7	13,454	30,000*
South Dakota	11,089	3.6	10,000*	30,000*
Tennessee	107,987	5.9	22,509	30,167
Texas	315,099	5.7	55,592	88,025
Utah	28,387	5.5	10,000*	30,000*
Vermont	18,591	8.6	10,000*	30,000*
Virginia	136,092	5.9	21,847	38,018
Washington	134,083	8.4	40,156	66,801
West Virginia	52,293	7.7	10,000*	30,000*
Wisconsin	118,434	5.4	21,741	33,085
Wyoming	7,037	3.9	10,000*	30,000*
Puerto Rico	178,244	19.4	127,481	164,652

*Statutory minimum
**Statutory maximum
$100 million has been reserved for Indian tribes.
$20 million has been established as a combined planning target for American Samoa, Guam, the Virgin Islands and the Trust Territory of the Pacific Islands
$70 million has been reserved to fund projects which would have been funded under the first round except for procedural errors and which would not otherwise be eligible for funding under this round.
$15 million has been reserved for administration.

servation measures an eligible project construction cost.

The Public Works Employment Act of 1977 authorizes grants for states and units of local government, including counties, cities, and school districts, and Indian tribes. Emphasis will be placed on accelerated project starts to take advantage of the current construction season.

The Economic Development Adminwill make its initial selections from a file of 22,000 unfilled applications received last year when $2 billion was alloted for public works projects. Last year's outlays, known as Round One, are being taken in consideration in figuring disbursements under the current Round Two.

Prior to the acceptance of fresh applications, sub-state planning targets will be announced to provide applicants with guidance in the project submission process.

Following Congressional hearings, regulations will be published in the *Federal Register*.

Lobster A La MIT May Produce Whole New Industry For U.S.

The age of recycling has now reached even to the ocean floor.

Shellfish wastes, always a disposal problem to seafood processors, may soon become a source of materials to wrap food, heal wounds, strengthen paper and cloth, and bond paper, wood and leather.

Shellfish shells contain chitin, a cellulose-like material with great commercial potential, according to Commerce-sponsored researchers at the Massachusetts Institute of Technology. In addition to possible use in the food, medical and paper products industries, the material also can be used to remove radioactive heavy elements from nuclear power plant wastes and metal contaminants from drinking water.

Interest in chitin and chitosan, one of its derivatives, has taken on new dimensions recently as shellfish processors face regulations prohibiting the dumping of untreated shellfish waste in the sea.

"It's an instance where enforcement of pollution requirements may spawn a whole new industry," Professor Benjamin L. Averbach, of MIT's Department of Materials Science and Engineering, said. His research is funded by the MIT Sea Grant Program, a national matching-fund program of research assistance for colleges and universities. The program is run by Commerce's National Oceanic and Atmospheric Administration.

Averbach said chitosan, because it readily absorbs heavy metals from both fresh and salt water, can be used to treat industrial waste streams, which often contain such metals.

Petroleum savers

Another possible use for chitosan is as film for food wraps. These films, Averbach said, are twice as strong as most plastic wraps, and, more importantly, do not depend on petroleum products for their manufacture.

The scientists also are investigating medical and pharmaceutical applications. Chitosan may be used in kidney dialysis. machines, with the absorptive properties of its membranes removing waste materials from the blood when kidneys are not functioning properly.

Chitin comes from such shellfish as crab, shrimp, lobster, and crayfish. Depending on the species, only 15 to 25 percent of the live weight of these animals is edible. Shellfish processors dispose of the rest by dumping in the sea or taking it to landfills. But dumping has been outlawed, and landfill operators dislike the waste material because it decomposes slowly.

In a report, *Industrial Prospects for Chitin and Protein from Seafood Wastes*, MIT scientists suggest a two-step production mode. In the first, shellfish processors would separate the loosely bound tissue remaining in the shell, and process it into a dried protein product as a supplement for livestock feed. The second step is the actual chitin and chitosan production by regional processing plants.

The study suggests that a network of chitin and chitosan plants should be built, each processing shells brought to it from a 50-mile radius. The lack of widely dispersed plants is one reason why only a small portion of the 110,000-ton annual U.S. shrimp harvest lends itself to such processing.

New Books Focus On Small Business Profits

For owners, operators and anyone wanting to start a small business, David McKay Company has begun publishing a series of books under the general topic of Small Business Profits.

The first four books are now available. They are: *Financing Your Business, Credit and Collections, Tax-Planning Opportunities* and *How To Run A Successful Restaurant*.

Additional titles to be published the end of June are: *Efficient Accounting and Record Keeping, Protecting Your Business* and *How To Run A Successful Florist and Plant Store*.

Future volumes are planned on advertising and promotion, people management, selling skills and running a specialty food store.

AMERICANS CELEBRATED THE BICENTENNIAL BY SEEING THE U.S.A.

Americans who decided to see America first—or at least saw it in 1976—spent $98 billion on tourism, 16 percent more than in 1975. In 1976, travel industry receipts ranked third in personal consumption expenditures, following food and housing. These figures are furnished by Commerce's United States Travel Service, from data compiled by the U.S. Travel Data Center in Washington.

Domestic travel expenditures in 1976 accounted for 5.8 percent of the Gross National Product, 7.3 percent of National Income, and 9.1 percent of Personal Consumption Expenditures.

In 1976, Americans took 708 million trips in the United States 100 miles or more away from home, an increase of 7 percent over the 659 million trips made in 1975. The average distance traveled was 860 miles, the average length of the trip was four nights, and there were approximately two persons per party.

The cost of travel in the United States rose 6.1 percent in 1976, as measured by the Travel Price Index. The index estimates the monthly change in the cost of travel for American consumers and measures the changes in the cost of food away from home, lodging, transportation and other goods and services. The largest increases occurred in the prices of common carrier transportation and in lodging, up 8 percent each. Gasoline prices rose only 4 percent in 1976, after a gain of 7 percent during 1975. In comparison, the Consumer Price Index rose about 5.8 percent for the year.

Total intercity passenger-miles increased 6 percent, or 65 billion passenger-miles, in 1976, compared to 1975. This was the largest increase in real travel volume in five years.

Four million jobs

Employment in the U.S. travel industry grew by more than 4 percent in 1976, while total non-agricultural payroll employment in the United States was estimated to have risen by 2 percent. Total non-agricultural payroll employment accounted for 1.5 million new jobs in 1976; the travel industry provided 226,000 new jobs, or 15 percent of the growth.

The National Travel Barometer is a continuing survey conducted by the U.S. Travel Data Center of more than 1,750 National Parks, State Parks and private attractions in the 50 states and two U.S. territories, to determine changes in the volume of visitors to these facilities. According to this Barometer, the number of visitors to National Parks was up 11.9 percent over 1975, while State Parks and private attractions showed gains of 6.2 and 4.6 percent respectively.

REPORTS PINPOINT WHERE THE DISPOSABLE INCOME IS

U.S. executives now have still another handy tool for use in tracking down the best markets for their products.

Personal income data for metropolitan areas, nonmetropolitan area counties, BEA economic areas, and states have been prepared by Commerce's Bureau of Economic Analysis and released in four volumes through the National Technical Information Service.

Titled Local Area Personal Income, 1969-74, the volumes show total and per capita income by place of residence, personal income by type of payment, and labor and proprietors' income by major industry and place of work.

Personal income in 1974 increased 9.8 percent in metropolitan areas and 7.3 percent for all non-metropolitan counties. Metropolitan areas accounted for 78 percent of total personal income in 1974.

On a per capita basis, personal income for metropolitan areas was $5,813, 107 percent of the U.S. average. For nonmetropolitan counties, per capita personal income averaged $4,444, 82 percent of the U.S. average.

Among metropolitan areas, the top ten in 1974 total personal income growth were: Anchorage, Alaska—26 percent; Richland-Kennewick, Wash.—21 percent; Bakersfield, Calif.—20 percent; Odessa, Tex.—17 percent; Houston, Tex.—17 percent; Fresno, Calif.—16 percent; Baton Rouge, La.—16 percent; Fort Myers, Fla.—15 percent; Fayetteville, N.C.—15 percent; Beaumont-Port Arthur-Orange, Tex.—15 percent.

On a per capita basis, the highest ten SMSA's were: Bridgeport, Conn., $7,781, (43 percent above national average); Anchorage, $7,159, (31 percent); Washington, D.C., $7,102, (30 percent); Nassau-Suffolk, N.Y., $7,084, (30 percent); San Francisco-Oakland, $7,030, (29 percent); Newark, 6,861, (26 percent); Chicago, $6,780, (24 percent); New York, $6,668, (22 percent); West Palm Beach, Fla., $6,622, (21 percent), and Reno, $6,620, (21 percent).

County economic profiles

Economic profiles, tracing changes over the six-year period, can be drawn up for all 3,618 areas with the help of the four-volume set, as shown below.

For example, the report shows that Charles County, Maryland, had become a metropolitan commuter county by 1974 in contrast to its rural nature in 1969. Its population grew by 12,000 in the six-year period and its per capita income increased from 81 to 93 percent of the national average. The amount of residence adjustment—which reflects commuters' earnings—rose over 300 percent. In addition, construction and state and local government have become more important as sources of income.

In Louisa County, Virginia, the construction of a nuclear power plant shows up in the jump in earnings from construction in 1974. Construction accounted for 52 percent of local earnings in 1974 compared with 11 percent in 1969. Manufacturing, trade, and government accounted for 66 percent of earnings in 1969 and only 32 percent in 1974. Due to the construction, more workers now commute into the county than out. This is reflected in the negative 1974 residence adjustment amount.

Walsh County, North Dakota, benefited from rising farm income which accounted for two-thirds of total earnings in 1974. While population remained constant between 1969 and 1974, per capita income went from 80 to 143 percent of the national average.

Personal income consists of private and government wage and salary payments in cash and in kind, other labor income, farm and nonfarm proprietors' income, interest, net rents, dividends, and transfer payments, less personal contributions for social insurance.

Housing Costs Found To Be Outpacing Incomes

In a report that probably won't surprise many home-owning Americans, Commerce's Bureau of the Census has confirmed that family incomes failed to keep pace with the spiraling costs of housing during the first half of the 1970s.

Census's Annual Housing Survey for 1975 found that the median value of owner-occupied, single-family homes rose nearly 73 percent between 1970 and 1975, from $17,100 to $29,500. Meanwhile, median homeowner income was rising only 40 percent, from $9,700 to $13,600.

Renters fared little better: the median monthly rent including utilities jumped 44 percent, from $108 to $156, while the median annual income of renters went up only 25 percent during the period, from $6,300 to $7,900.

The report shows that the value of owner-occupied homes in 1975 was about twice the income of their owners. This ratio varied considerably, however, according to income level. Owners with low incomes (less than $5,000 annually) lived in housing valued at an average of four times their income. For owners earning $25,000 or more, the value of their homes was an average of less than one and one-half times income.

Renters paid about 23 percent of their annual income for gross rent in 1975. Households with incomes under $5,000 spent on the average 35 percent or more of their incomes on rent; in contrast, high income renters earning $25,000 or more spent less than 10 percent.

Seventy-one percent of owner-occupied homes of less than $10,000 value (7 percent of the owners) were built prior to 1950. Approximately 13 percent of these lacked complete plumbing facilities, and only about one-third had air conditioning. Among homes valued at $35,000 or more (occupied by 37 percent of the owners), 24 percent were built prior to 1950, less than 1 percent lacked complete plumbing, and 62 percent had air conditioning.

Twenty-six percent of the low-valued homes were heated with a warm-air furnace in contrast to 68 percent of the high-valued homes.

The median income of households in low-valued homes was $5,400 in 1975 compared to $20,400 in homes values at $35,000 or more.

Rental patterns followed the characteristics of owner-occupied housing. Low rent units with rents less than $70 per month (occupied by 9 percent of the renters) were older, with 61 percent being built prior to 1950 and with only 19 percent having air conditioning. One-fourth of these homes lacked complete plumbing.

The median income of low rent households was less than $3,000; in households paying $200 or more rent (26 percent of the renters), the median income was $13,000. About 28 percent of high rent units had been built since 1970, and 30 percent prior to 1950; 65 percent had air conditioning and less than 1 percent lacked complete plumbing.

Metric Conversion Is Subject Of Seminars

Many are talking about it, but few are doing anything about it. To help managers plan for metric conversion, the American National Metric Council will conduct a series of seminars between June 1 and 17 in cities around the country.

The schedule is: Boston Area (Burlington, Mass.)—June 1; New York Area (Newark, N.J.)—June 3; Atlanta—June 6; Chicago Area (Schiller Park, Ill.)—June 8; Kansas City—June 10; San Francisco—June 15; Los Angeles—June 17.

The seminars are designed to assist in evaluating priorities, determining economic needs, identifying opportunities and in developing plans to minimize costs and maximize benefits.

Attendance will be limited to 70 persons per session, and advance registration is required. For further information, contact American National Metric Council, 1625 Mass. Ave. NW., Washington, D.C. 20036 (202-232-4545).

TOO MANY COOKS ARE SPOILING ENERGY CONSERVATION EFFORTS

How is it that one person may use twice as much energy as another while preparing the identical meal on the same kitchen stove? Commerce's National Bureau of Standards (NBS) has conducted a study, as part of the Federal Energy Administration's appliance efficiency improvement program, to try to find the answer.

Results of the study show that consumer habits must be taken into consideration in the design improvement program to reduce the energy consumption of appliances.

According to psychologist John V. Fechter, Jr., of NBS's Center for Consumer Product Technology, "Manufacturers could design an extremely efficient appliance, but if consumers don't use it efficiently, the impact of the improved design on energy consumption may be lessened."

NBS recruited 58 cooks who normally prepare meals for families of four and assigned them to five electric and five gas ranges similar to those they were accustomed to using. Each cook prepared 21 meals from a standard menu developed by the Association of Home Appliance Manufacturers, representing typical foods and designed to use all parts of the range.

NBS scientists recorded direct gas and electrical consumption for each range as well as the frequency and duration that individual range elements were used. Video recordings of the cooks were made as they worked in the kitchen to correlate energy consumption with cooking practices.

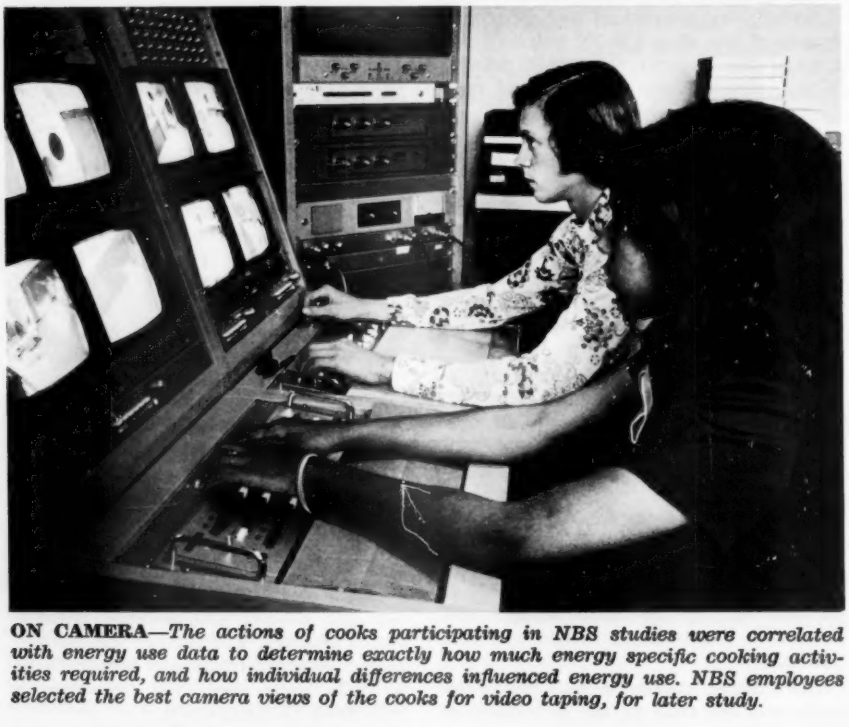
The tests revealed that efficient and inefficient cooks may differ far more on oven energy use than on surface unit energy use. Some inefficient cooks tended to do an unusual amount of food preparation directly in the utensil, while the oven door was open and the rack pulled out. An improvement in design might help correct this practice, such as sounding a buzzer every time the heating element turned on while the oven door was open. By keeping the oven door closed, the insulation would serve its purpose better and keep the oven operating as efficiently as the manufacturer intended.

Another habit observed in the study was that most cooks tend to use the right front burner regardless of the size of the pan. Using too large or too small a pan on a burner can waste energy. By locating the large burners at the rear of the stove, the designer would encourage cooks to use larger burners only when necessary.

Under the FEA program, in accordance with the Energy Policy and Conservation Act (Public Law 94-163), manufacturers must design appliances that meet energy efficiency improvement targets for 1980. Products covered are refrigerators and refrigerator-freezers, freezers, dishwashers, clothes dryers, water heaters, room air conditioners, home heating equipment (other than furnaces), television sets, kitchen ranges and ovens, clothes washers, humidifiers and dehumidifiers, central air conditioners, and furnaces. NBS is providing technical reviews and recommendations.

Based on the data derived from the test procedures, the Federal Trade Commission will prescribe labeling rules for the affected appliances. Each product will have a label with energy consumption information that will assist consumers in making purchasing decisions.

The NBS study also indicates that a consumer education program to identify ways to use home appliances efficiently is vital to the energy conservation program. The complete study on kitchen ranges will be published later this summer.



ON CAMERA—*The actions of cooks participating in NBS studies were correlated with energy use data to determine exactly how much energy specific cooking activities required, and how individual differences influenced energy use. NBS employees selected the best camera views of the cooks for video taping, for later study.*

Americans, Visitors Given Tips On Clearing Customs

World travelers can learn about U.S. Customs regulations from several new booklets from the U.S. Customs Service.

Customs Hints For The Returning Resident—Know Before You Go offers information on exemptions and duty allowances, such as the basic $100 exemption allowed travelers and the $200 exemption that applies to U.S. residents returning from American Samoa, Guam and the U.S. Virgin Islands. It also contains information on how to register foreign-made merchandise, such as cameras owned before going abroad.

G.S.P. (Generalized System of Preferences) and the Traveler explains U.S. participation in the G.S.P. system, which permits U.S. residents traveling abroad to import a wide range of goods from certain developing nations free of duty to help those countries strengthen their economies. It includes lists of G.S.P.-designated countries and merchandise eligible for duty-free importation from these nations. The brochure is intended as a guide for the entry of non-commercial items for personal use only, not for commercial imports.

Both brochures are available without charge from the U.S. Customs Service, P.O. Box 7118, Washington, D.C. 20044, or from U.S. Customs Offices in cities around the country, listed in telephone directories under U.S. Government-Treasury Department.

The Customs Service has also prepared two pamphlets in foreign languages for international visitors.

Customs Tips For Visitors is available in English, French, German, Italian, Spanish, Hungarian, Polish, Yugoslavian and Czechoslovakian.

United States Customs Hints For Visitors is available in Chinese and Japanese.

Both booklets cover all aspects of Customs clearance, and may be obtained from local U.S. Embassies and Consulates. *Customs Tips For Visitors* is also available from the Washington address.

DO-IT-YOURSELFERS MAKE HOME SOLAR HEATING GUIDE A BEST-SELLER

A how-to-do-it guide for building a solar heating system for the home is breaking all sales records at Commerce's National Technical Information Service. More than 25,000 sales have been made to date, with no letup in sight.

Complete with diagrams, this 58-page, $4.50 book, gives instructions for building a low-cost solar heating system to supplement forced-warm-air heating.

The estimated cost for the person handy enough to do all the work is $2,000. Components needed to build the system include:

- solar collector
- heat exchanger
- water pump
- storage tank
- piping
- controls to make the system completely automatic.

All components are available from most local lumber yards, hardware stores, and plumbing supply stores.

A demonstration system was built and fully tested by the National Aeronautics and Space Administration. It was designed to provide 40 percent of the annual heating for a 1,500-square-foot home. NASA's experience indicated that it is more cost effective to supply approximately one-half of the heating load than to attempt to use solar energy to meet the full heating demands.

The guide is available from NTIS at 5285 Port Royal Road, Springfield, Va. 22161. Order N76-27671/CZ.

NTIS is the central source for the public sale of government-sponsored research, development, and engineering reports and other analyses prepared by federal agencies, their contractors or grantees, or by special technology groups. The agency ships about 20,000 information products daily as one of the world's leading processors of specialty data.

The Commerce agency sells technical reports and other information products of specialized interest under provisions of Title 15 U.S. Code 1151-7, which directs it to recover its costs from the sales of products and services.

Research Reports On Solar Energy

Commerce's NTIS also has available a number of other publications on solar energy. Prices listed are for paper copy; microfiche copies are $3 each.

Residential Hot Water Solar Energy Storage Subsystem, Stanford Research Institute, Jan. 76, 117p. Order #PB-252-685/CZ $5.50.

Design and Construction of a Residential Solar Heating and Cooling System, Colorado State U., Aug. 74, 233p. Order #PB-237-042/7/CZ $8.00.

Retrofitting A Residence For Solar Heating and Cooling: The Design and Construction of the System, National Bureau of Standards, Nov. 75, 101p. Order #PB-247-482/3/CZ $5.50.

Solar Heating Handbook for Los Alamos, Los Alamos Scientific Lab., May 75, 76p. Order #LA-5967/CZ $5.00.

Solar Heating of Buildings and Domestic Hot Water, Jan. 76, 90p. Order #AD/A-021-862/CZ $5.00.

Solar Heating/Cooling In Buildings: Methods of Economic Evaluation, National Bureau of Standards, Jan. 75, 48p. Order #COM-7511070/CZ $4.00.

Evaluation of Home Solar Heating System, California Univ., Jan. 75, 153p. Order #UCRL-51711/CZ $6.75.

Flat Plate Solar Collector Handbook: A Survey of Principles, Technical Data and Evaluation Results, Mar. 76, 96p. Order #UCID-17086/CZ $5.00.

National Program for Solar Heating and Cooling of Buildings, Energy Research and Development Administration, Mar. 76, 403p. Order #TID-3351-R1P2/CZ $11.00.

NTIS published searches list up to 100 or more research reports, giving title, author, source, pages and price. Abstracts summarize the research in each citation. The number of citations are indicated below in parentheses. The price of an NTISearch is $25 in paper or microfiche copy.

Solar Space Heating and Air Conditioning (265) Sept. 76 NTIS/PS-76/0727/8/CZ.

Solar Energy Collectors and Concentrators, NTIS/PS-76/0393/CZ.

Optical Coatings for Solar Cells and Solar Collectors (162) Nov. 76, NTIS/PS-76/0855/7/CZ.

Send your orders to: NTIS
U.S. Department of Commerce
5285 Port Royal Road
Springfield, Va. 22161

Please order by number (PB-252-685/CZ etc.), specify paper copy or microfiche, enclose payment in full and provide complete mailing address. Foreign prices on request.

For further information, request NTIS Energy Catalog NTIS-PR-378.

Computer Standard Would Pare Government's Costs

As another step toward reducing the Federal Government's costs for procuring and using computer systems, Commerce's National Bureau of Standards has prepared a proposed standard for the channel level power control interface.

The public is invited to comment on this interface standard, the second in a family of computer peripheral interface standards planned by NBS to improve the interchangeability of computer peripheral components.

The new draft standard, together with the previously proposed Computer Input/Output Channel Interface Standard, is intended to enable federal agencies to configure computer systems with competitively available components or components drawn from the federal inventory. The new draft standard, intended on approval to become a Federal Information Processing Standard (FIPS), was in the March 4 *Federal Register.*

Functional, electrical and mechanical specifications in the new draft standard offer a sequential and interlocked means of controlling power supplied by a Central Processing Unit (CPU) to the attached frames or cabinets in an automatic data processing (ADP) system. The attached frames include input/output channels and devices, control units, and/or free-standing storage units.

The technical specifications for the proposed FIPS were developed by an American National Standards Institute (ANSI) technical subcommittee composed of representatives from the computer industry and federal agencies. The resulting document, *Draft Proposed American National Standard Specifications for Power Control Interface* (X3T9/666, Rev. 2), may be considered by ANSI for adoption as an American National Standard.

Manufacturers, the public, and state and local governments are invited to review the proposed standard and submit comments to NBS' Office of ADP Standards Management, Washington, D.C. 20234 before May 31.

ANOTHER RAINLESS MONTH DEEPENS DROUGHT IN WEST

No news continues to be bad news in the Western United States, as the growing season gets under way with no hint of a break in the drought.

Hydrologists at Commerce's National Oceanic and Atmospheric Administration (NOAA) and the Agriculture Department's Soil Conservation Service report that April was the seventh straight month of below-normal precipitation over much of the Far West.

The three to four inches of rain in Southern California early in May fell outside the water-supply storage area; most of it soaking into the soil or running off into the ocean instead of providing significant long-term relief.

The drought in California, now nearly two years old, is expected to reduce river levels this summer to the lowest ever recorded. Rivers in many areas not fed by reservoirs are expected to dry up completely by summer's end, unless heavy thunderstorm rains, an extremely unlikely event, supply additional water.

In the San Joaquin River drainage basin, forecasts for streamflow through September are about 4 percent of normal; in northern California, up to 40 percent.

Most snowpack areas were bare on May 1, as measured by California's Snow Survey Unit, and what little snow there was is being absorbed by the dry soil during the melt period, and not reaching the streams.

Monthly rainfall totals ranged from none at all up to 25 percent of normal. This continuing rainfall deficit has reduced seasonal precipitation totals to about 30 percent of the normal expected at this time of the year.

Over the Columbia River basin, the May 1 water-supply outlook was "bleak and becoming bleaker," according to hydrologists at the River Forecast Center in Portland, Ore. Streamflow forecasts through September range from 15 percent of normal in southeast Oregon to 70 percent along the coast.

The Soil Conservation Service reports that the water content of the snowpack over the Columbia River basin was 36 percent of normal on May 1; the lowest amount in nearly 60 years' of measurements. Rainfall was only 50 percent of normal near the Pacific coast and decreased to less than 25 percent of normal over much of the interior regions of Washington, Oregon, Idaho, and eastern Montana.

The Salt Lake City River Forecast Center describes the water-supply outlook for Nevada, Arizona, Utah, eastern Colorado, New Mexico, and Wyoming as "gloomy to grim." Streamflow forecasts below the record-low year of 1934 are predicted for numerous points in the area, ranging from about 10 to 40 percent of normal through September.

In the Great Basin area, April precipitation was nearly non-existent. Most of Utah received less than 25 percent of normal, with southern Utah getting less than 15 percent. In contrast, precipitation over the Continental Divide ranged up to 165 percent of normal.

Very little snow remains on the mountains, except along the crest of the Continental Divide, which has 50 percent of normal.

The streamflow outlook for central New Mexico and southeastern Colorado is "poor to fair," ranging from 20 percent of normal for the Rio Grande basin—a record low flow—to 80 percent of normal for the Arkansas River basin.

April precipitation over New Mexico and southeastern Colorado varied widely—from 60 percent to a high of 350 percent of normal. However, seasonal accumulations are still below normal at a number of stations, sometimes as much as 80 percent below.

The water-supply outlook for the Great Plains area of eastern Montana, Wyoming, the Dakotas, and Nebraska is 40 to 60 percent below normal, with a few points expected to approach record lows.

Chromium Standard To Aid Studies Of Its Diet Role

A new Standard Reference Material (SRM) that will help manufacturers of equipment for measuring the levels of chromium in a human system has been developed by Commerce's National Bureau of Standards.

Certified for its total chromium content, the SRM is intended primarily for evaluating the accuracy of chromium determinations in biological materials and for calibrating the instruments used in these analyses.

Chromium is anlyzed by highly sensitive instrumental methods. It has received increasing attention from scientists, particularly nutritionists, because it appears to be essential for proper carbohydrate metabolism.

Numerous methods are available to analyze chromium in large quantities, but its determination in biological materials such as serum and blood has been difficult and unreliable, because it exists in many different forms and at very low concentrations, generally parts per billion.

The Standard Reference Material is actually brewers yeast, which was used because it is the richest known source of glucose tolerance factor, a major source of chromium in the body.

SRM 1569, Brewers Yeast, may be purchased for $63 per 50 gram sample from the Office of Standard Reference Materials, National Bureau of Standards, Washington, D.C. 20234.

Speakers Sought For Sept. 20 Building Regulation Session

Commerce's National Bureau of Standards is asking for technical papers to be presented at a Sept. 20 conference and workshop on building regulations.

Being held in conjunction with the annual meeting of the National Conference of States on Building Codes and Standards in Great Falls, Mont., the sessions will allow researchers from the building industry to contact state and local building regulation officials and code administrations face-to-face. They also will provide forums for the exchange of research findings and reports of innovative practices among regulatory agencies.

For information on subject areas to be treated at the conference, contact Patrick W. Cooke, Office of Building Standards and Codes Services, Center for Building Technology, IAT, Room B226, NBS, Washington, D.C. 20234 (301-912-3361).

A one-page typed abstract of each should be sent to Cooke before July 15.

Book Tells How To Simplify Purchasing Operations

An extensive collection of records and forms that can help purchasing managers to update and improve the entire purchasing function, and thereby contribute to company profits, is available in *Purchasing Factomatic: A Portfolio of Successful Forms, Reports, Records and Procedures.*

The book is tab-indexed and looseleaf in format, which enabled the forms to be easily copied or adapted. The authors, R. Jerry Baker, Robert S. Kuehne, Dennis McCoy and David M. Witter, Jr., conducted an intensive investigation over several years to probe every aspect of purchasing from contracting for services to administering departmental operations.

The Factomatic contains more than 400 full-size forms, records and reports covering such areas as requisitions and requests for bids, proposals and quotations; contract terms and special-purpose clauses; Uniform Commercial Code considerations; formal purchase orders and shipping and freight forms; and many others.

The book may be ordered for $39.95 from Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

$125 Million In Grants Will Help Coastal States Cushion Energy Impact

A total of $125 million in allotments from Commerce will help 30 states and three territories cope with the impact of energy development activities along their shorelines.

Commerce's National Oceanic and Atmospheric Administration used two sources of financial assistance created by the 1976 amendments to the Coastal Zone Management Ace in making the allotments—a Coastal Energy Impact Fund and formula grants.

Three types of allotments were made from the Impact Fund—credit assistance, which takes the form of loans and guarantees, $110 million; planning grants to help states plan for mitigating the effects of coastal energy development, $3.5 million; and environmental grants, to help states reduce or repair losses of environmental or recreational resources caused by energy activity, $1.5 million.

Money from the Fund may also be used for activities such as improving or constructing new public facilities and providing new public services that coastal energy development may necessitate. Examples of these are new schools and hospitals, improved roads, and the like.

To make allotments from the Fund, NOAA's Office of Coastal Zone Management developed information on projected energy-related activity and its estimated impact on the states and territories.

Formula grant allotments were made on the basis of past, rather than future, coastal energy development. Totaling slightly less than $10 million, these grants are based on four measures of outer continental shelf activity during fiscal 1976:

—The amount of oil and gas produced adjacent to the state;

—The amount of oil and gas first landed in the state;

—The number of acres leased in waters adjacent to the state;

—The number of people newly employed in outer continental shelf activity in the state.

Formula grants are the primary source of assistance to help coastal states and local governments mitigate the unavoidable loss of recreational and environmental resources stemming from coastal energy activity.

Planning allotments

Alabama	$ 25,548.47
Alaska	365,466.40
California	349,638.96
Connecticut	44,447.31
Delaware	56,045.14
Florida	161,350.92
Georgia	38,920.16
Hawaii	16,397.16
Illinois	28,315.79
Indiana	39,671.93
Louisiana	125,522.44
Maine	57,306.54
Maryland	181,235.26
Massachusetts	64,751.00
Michigan	246,304.73
Minnesota	15,909.09
Mississippi	45,446.39
New Jersey	252,702.13
New Hampshire	79,319.80
New York	334,624.07
North Carolina	21,716.17
Ohio	203,712.45
Oregon	30,930.48
Pennsylvania	23,590.91
Rhode Island	93,520.80
South Carolina	26,871.44
Texas	193,230.78
Virginia	83,223.88
Washington	175,227.48
Wisconsin	27,165.17
Virgin Islands	59,422.90
Guam	16,554.57
Puerto Rico	15,909.09

Credit assistance

Alabama	$ 1,271,355.85
Alaska	48,612,973.45
California	6,605,743.00
Florida	94,452.96
Georgia	2,739,427.21
Louisiana	19,412,573.54
Maryland	3,539,591.82
Michigan	259,380.37
Mississippi	2,660,663.68
Oregon	484,460.32
Texas	4,078,925.80
Washington	5,781,743.50
Virgin Islands	1,794,200.20
*Mid-Atlantic	12,664,508.23

Environmental grants

Alabama	$ 17,336.67
Alaska	662,904.18
California	90,078.31
Florida	1,287.99
Georgia	37,355.82
Louisiana	264,716.91
Maryland	48,267.16
Michigan	3,537.00
Mississippi	36,281.77
Oregon	6,606.27
Texas	55,621.71
Washington	78,841.95
Virgin Islands	24,466.36
*Mid-Atlantic	172,697.83

Formula grants

Alabama	$ 23,114.00
Alaska	1,178,643.00
California	869,022.00
Florida	51,687.00
Louisiana	5,458,584.00
Mississippi	258,771.00
Texas	993,554.00
*Mid-Atlantic	1,010,723.00

* These funds are impounded as a result of litigation.

'Thinkers' Rather Than 'Doers' Called Key To Firms' Success

Here's a good word for the day dreamers.

A new book, ***The Mind of the Organization,*** advances the thesis that the "doers" and quick decision-makers have been rewarded for too long, whereas individuals who are capable of thinking through alternative solutions to difficult problems and their possible consequences often have been mistakenly regarded as impractical visionaries.

The authors, associates of an international management consulting firm, recommend that business corporations and government organizations identify and encourage creative thinking toward solutions of sticky problems. They see the organization as having a collective mind composed of all the thought processes of the individuals within it.

The Mind of the Organization, by Ben Heirs and Gordon Pehrson, is priced at $8.95, and can be obtained from Harper & Row Publishers, 10 East 53rd St., New York 10022.

Chart Of Northeast Pacific Fits Into International Effort

A new international nautical chart covering the Northeast Pacific Ocean from Hawaii to the North American continent has been published by Commerce's National Oceanic and Atmospheric Administration.

The chart was prepared by the Commerce agency's National Ocean Survey, and is the last of five small-scale metric nautical charts issued as part of a worldwide charting program involving 14 other nations and sponsored by the Monaco-based International Hydrographic Organization (IHO).

In addition to showing depth measurements in metric units, the chart shows the newly established Fishery Conservation Zone limits along the continental U.S. coast.

The IHO program is designed to provide a standard series of nautical charts which can be used and reproduced by all nations. Each member nation is authorized to reprint the charts in native language, but must employ the same form of navigational information, including depth curves, sounding spacing, aids to navigation, and nautical symbols.

FBI Investigation Finds No Patent Wrongdoing

Commerce's Patent and Trademark Office says that an FBI investigation has failed to turn up any evidence of alleged improprieties by its employees in the supplying of copies of patents and patented files to the public.

The investigation was requested by the Patent and Trademark Office last November, and has focused on the activities of a number of clerical employees. Office employees allegedly had accepted payments in return for issued patents. Issued patents are open to the public and copies are provided to anyone who requests them, upon payment of the statutory fees.

The investigations to date have failed to disclose any misconduct with regard to the patent examining process or as to copies of pending patent applications, which are required by law to be retained in secrecy until a patent is granted.

FEWER AMERICANS ENTER SCHOOL, BUT MORE ARE STAYING THERE LONGER

While there are fewer Americans entering the educational pipeline at the preschool end, many more of them are lingering much longer than usual on the university level at the other end. Actually, a quarter of all college students were 25 years old or above in 1976, according to Commerce's Bureau of the Census.

The Bureau's annual population survey also found that more male family heads seem to be leaving it to their liberated wives to bring home the bacon: the labor force participation rate for male family heads declined from 85.8 percent in 1970 to 82.2 percent in 1976.

The report, which keeps track of U.S. population trends between the national censuses at the beginning of each decade, shows the impact of changing values on the nation's social fabric. For instance, it clearly shows the effect of the declining birth rate on school enrollment. Nursery school enrollment dropped 13 percent between 1975 and 1976 after increasing 60 percent from 1970 to 1975. In addition, the number of children under 14 years of age declined by 5.5 million between 1970 and 1976. One consequence is that over 10 percent of the population is now 65 or over.

One reason for the declining birth rate is that women are marrying later. According to the report, 43 percent of the women in their early twenties were still single in 1976 compared to 28 percent in 1960.

There were also 1,077,000 divorces in 1976, or five divorces for every 1,000 persons, the report notes. The Bureau estimates that if recent trends continue, one in every three married persons between 25 and 35 years of age may end their first marriage in divorce.

Some other key findings include:

—Nonfamily households have increased by 41 percent since 1970 while family households grew by only 9 percent. Families with a female head increased by one-third during the same period.

—Blacks made up 11 percent of the U.S. population in 1976 and totaled 24.2 million; the 11.1 million persons of Spanish origin comprised 5 percent of the 1976 population.

—Almost 95 million persons were in the labor force in 1976, an increase of 12 million since 1970. The largest increases occurred in professional service industries like finance, insurance, and real estate. Fewer workers were employed in manufacturing in 1976 than in 1974.

—Between 1970 and 1976, the population in metropolitan areas increased by 4 percent while the population of nonmetropolitan areas increased by 8 percent. Among the states, the largest numerical gains occurred in Florida (1.6 million); California (1.5 million); and Texas (1.3 million).

—Median family income was $13,720 in 1975, 3 percent, or $360, below the 1975 level in dollars of constant purchasing power.

—The nation's population grew by only 0.7 percent in 1976, reaching an estimated 216 million on January 1, 1977.

Data in the report are based primarily on findings from the Current Population Survey, the oldest and largest survey of its kind in the world. The CPS has been conducted every month since mid-1942. It covers a scientifically selected sample of the nation's population and involves some 47,000 household interviews every month.

'Most Ambitious' Report Covers Patenting Of High Technology Data Worldwide

"Perhaps the most ambitious issued to date," the seventh Technology Assessment and Forecast Report by Commerce's Patent and Trademark Office labels itself.

The report is the latest step in the Commerce Department agency's program to keep America's business abreast of the nation's rapidly developing technology.

Each year more than half-a-million new patent documents are added to the Office's file (250,000 domestic, 280,000 foreign). This inflow has produced a total file of 22 million documents dealing with 95,000 subdivisions of technology.

This file represents a valuable national resource, and the Office of Technology Assessment and Forecast was established in 1971 to increase its use by the American public. One major means of stimulating this use has been a series of publications detailing the most promising recent technological innovations in the U.S. and abroad.

Since a patent obtained in the United States conveys no protection outside this country, and vice versa, it is common in this age of the "international market place," for inventors to obtain patents in more than one country. As a result, significant foreign inventions are usually patented in the United States because it is such an important market. Thus, U.S. patent activity is representative not only of U.S. technological effort but, to a large extent, of foreign technological effort as well.

For example, the growth of foreign technological capabilities in the 1960s and 1970s has been mirrored by the growth, over the same period, of the share of U.S. patents granted to foreign resident inventors. In 1961, only about 17 percent of U.S. patents were issued to residents of foreign countries. However, by the end of 1976, the foreign share had increased to more than 37 percent.

The current report contains an overview of international patenting patterns, as well as special reports on areas of heavy activities in chemical, electrical and mechanical patents.

These include in-depth reviews by patent examiners, of such areas as cardiac stimulators and optical waveguides, and a special update report on the highly active area of prostaglandins, which are among the most potent pharmaceutical agents known.

A 66-page section goes into every aspect of computer memory components, and another special section deals with anti-pollution patenting, which had already accounted for more than 6,000 patents by mid-1976.

Copies of the *Seventh Report* may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402; #003-004-00542-4, at $4.25.

Copies of the six previous OTAF publications are also available from the National Technical Information Service, 5285 Port Royal Rd., Springfield, Va. 22161: *Initial Publication,* COM 73-10767, $5.50; *Early Warning Report,* COM 74-10150, $9.25; *Third Report,* COM 74-11383, $7.50; *Fourth Report,* COM 75-10050, $6; *Fifth Report,* COM 75-11142, $6.75, and *Sixth Report,* PB 254188, $7.50.

Inquiries concerning the Technology Assessment and Forecast program, its publications and services should be directed to: Office of Technology Assessment and Forecast, Patent and Trademark Office, U.S. Department of Commerce, Washington, D.C. 20231 (703-557-3050).

Fish For Armed Forces To Get Special Inspection

The inspection of certain fish products for the Armed Forces has been transferred to Commerce's National Marine Fisheries Service.

Inspectors from NMFS—the agency charged with setting quality standards and inspecting and certifying fishery products—will assume the responsibility from the Defense Logistics Agency.

The Commerce unit already inspects more than 800 million pounds of fisheries products annually under its voluntary, fee-for-service program.

"Under our contract inspection service, special attention is given to plant sanitation, product safety and wholesomeness, quality, species identification, and proper labeling for either fresh or processed fish products," said Thomas J. Billy, Chief of NMFS's Seafood Quality and Inspection Division.

KNOXVILLE GEARING UP FOR ENERGY EXPO '82

Energy Turns the World is the theme of a six-month exposition scheduled for Knoxville, Tenn., in 1982, and its sponsors hope that much of the world will turn out to see it. The exposition will focus on fossil energy; solar, geothermal and advanced energy systems; energy conservation; nuclear energy; and the artistic and creative energy of people.

Commerce's United States Travel Service reports that Energy Expo '82 should draw both domestic and international visitors to the area, which has such energy-related facilities as the Tennessee Valley Authority, Oak Ridge National Laboratories, and the University of Tennessee, which is conducting energy-related research.

The Paris-based Bureau of International Expositions (BIE) has approved the event as a Special Category International Exposition. BIE representatives conducted a preliminary inquiry during a visit to Knoxville last winter and reported favorably on the city's exposition plans. This marked the first time the BIE had undertaken such a step since adopting the new international rules for exposition registration in 1975.

Pavilions planned

Project plans call for construction of a U.S. pavilion and a State of Tennessee pavilion, and lease of additional pavilions to participating states, foreign nations, and industries. More than 13 million people are expected to visit the exposition; about 75 percent of these are expected to be residents of Tennessee or neighboring states.

A number of immediate and residual benefits are expected to accrue to the Knoxville area as a result of the exposition:

- As it relates to energy, the exposition itself will be a demonstration of the latest technology available in the energy field;
- The Knoxville/Oak Ridge area will be aided in realizing its potential as an energy center;
- The exposition is expected to accelerate capital growth and investment in the area, particiularly in the field of highway developments; and
- The exposition will provide a new avenue for revitalizing the central city.

The most recent special category international exposition held in the United States was the highly successful Expo '74 hosted by Spokane, Wash. Plans are also under way for a first category general exposition (commonly referred to as a world's fair) to be held in the Los Angeles area in 1981.

Calendar Of Business Events

May 23-24—Gaithersburg, Md. — Consumer Product Performance Measurement Conference, National Bureau of Standards. Contact: Eric Vadelund, A355, Polymers Bldg., NBS, Washington, D.C. 20234 (301-921-3751).

May 25-26—New York—American Apparel Mfrs. Assn. Annual Meeting, New York Hilton. Contact: AAMA, 1611 N. Kent St., Suite 800, Arlington, Va. 22209 (703-524-1864).

May 25-26—New York — 85th General Meeting of the American Iron & Steel Institute, Waldorf-Astoria Hotel. Contact: Jim Hughes, AISI, 1000-16th St., NW., Washington, D.C. 20036 (202-452-7122).

May 25-26—Washington—Productivity in the Public Sector, Mayflower Hotel. Contact: Work in America Institute, Inc., 700 White Plains Rd., Scarsdale, N.Y. 10583 (914-472-9600).

May 26—Cleveland—The Energy Mess—The Need for a National Policy Seminar, Case Western Reserve U. Contact: Prof. Y. Y. Haimes, Systems Engineering Dept., Case Institute of Technology, Cleveland, O. 44106 (216-368-4076).

May 29-June 2—Montreal—Joint Conference of American Chemical Society & Chemical Institute of Canada. Contact: ACS, 1155-16th St. NW., Washington, D.C. 20036 (202-872-4450).

June 1-2—Washington — Competition in the Health Care Sector Conference, International Inn. Contact: Dr. Warren Greenberg, Bureau of Economics, Federal Trade Commission, Washington, D.C. 20580 (202-254-7680).

June 1-3 — Chicago — Fundamentals of Data Processing for the Non-Data Processing Executive, American Mgt. Ctr. Contact: American Mgt. Assns., 135 West 50th St., New York 10020 (212-586-8100).

June 2—Gaithersburg, Md.—16th Annual Technical Symposium on Systems & Software, National Bureau of Standards. Sponsor: Assn. for Computing Machinery. Contact: Stewart Katzke, A265, Tech. Bldg., NBS, Washington, D.C. 20234 (301-921-3861).

June 2-3—Houston — National Metric Conference, U. of Houston. Contact: Bill Schaal, Commerce Houston District Office.

June 2-3—Hershey, Pa.—Health Care Facilities Security Workshop, Hershey Motor Lodge & Convention Ctr. Contact: American Society for Industrial Security, 2000 K St. NW., Suite 651, Washington, D.C. 20006 (202-331-7887).

June 3—Houston — Marine/Offshore Industry Outlook Conference, Marriott Motor Hotel. Contact: Dewayne Hollin, Center for Marine Resources, Texas A&M, 1200 S. Post Oak Rd., Houston, Tex. 77056 (713-626-0824).

June 3—Gaithersburg, Md. — Telecommunication Technologies, Networking & Libraries, National Bureau of Standards. Contact: Patricia Berger, E120, Admin. Bldg., NBS, Washington, D.C. 20234 (301-921-3105).

June 5-8—Philadelphia—Institute of Food Technologists Annual Meeting & Exposition, Phila. Civic Ctr. Contact: Dan Weber, Institute of Food Technologists, 221 N. LaSalle St., Chicago, Ill. 60601 (312-782-8424).

June 6-8—New York—Packaging for Distribution, Barbizon Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, N.Y. Mgt. Ctr., 360 Lexington Ave., New York 10017 (212-953-7262).

June 6-8—Arlington, Va. — 2nd Annual Conference on Contract Mgt., Admin. & Negotiation, Ramada Inn-Rosslyn. Contact: American Institute of Aeronautics & Astronautics, P.O. Box 1710, Long Beach, Calif. 90801 (213-437-7465).

June 6-10—Chicago — Coal Gasification Fundamentals, Institutes of Gas Technology. Contact: Kathy Fisher, IGT, 3424 S. State St., Chicago, Ill. 60616 (312-567-3881).

June 7-9—Chicago—2nd Int'l Conference on Deburring & Surface Conditioning, Holiday Inn O'Hare/Kennedy. Contact: Society of Mfg. Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500 x403).

June 7-9—Los Angeles—Structural Composite Mfg. Applications, Airport Marina Hotel. Contact: SME, see address above.

June 8-10—Cambridge, Mass. — Fundamentals of Data Processing for the Non-Data Processing Executive, Hyatt Regency Hotel. Contact: American Mgt. Assns., see address above.

June 9—Paducah, Ky.—Metric Workshop, Chamber of Commerce. Contact: Commerce Memphis District Office.

Energy Digest

ENERGY AT THE SUMMIT . . . Leaders of the seven large industrial democracies represented at the London Summit agreed that "Increasing reliance will have to be placed on nuclear energy to satisfy growing energy requirements and to help diversify sources of energy. This should be done with the utmost precaution with respect to the generation and dissemination of material that can be used for nuclear weapons. Our objective is to meet the world's energy needs and to make peaceful use of nuclear energy widely available, while avoiding the danger of the spread of nuclear weapons." They also encouraged the World Bank to give special emphasis to projects that help oil-importing developing countries expand their domestic energy production, since these nations have special problems both in securing and paying for energy needed to sustain their economic growth.

GASIFICATION ENGINEERING . . . Combustion Engineering, Inc., has announced that its C-E Lummus subsidiary has been authorized by American Natural Resources Co. of Detroit, and Peoples Gas Co. of Chicago to commence detailed engineering in September on a planned 125-million-cubic-foot-per-day coal gasification plant in North Dakota. The facility, to be built near Beulah at an estimated cost of $600 million, would be the nation's first commercial-size gasification plant. Barring mishaps, construction could begin by mid-1978, with plant start-up in late 1981. The plant will be based on coal gasification technology developed by Lurgi Mineraloltechnik GmbH of Frankfurt, West Germany. Lignite coal, which is abundant in the area, will be the feedstock.

CONSUMER TASK FORCE . . . Federal Trade Commission Chairman Michael Pertschuk has established a special task force to help consumers make informed energy-saving purchases. The unit will pay special attention to advertising and marketing of siding, insulation and other materials or devices intended to save energy. For details, call 202-523-3830.

LET THEM EAT COAL . . . Coal-feeding systems will be highlighted at a June 21-23 conference at CalTech's Jet Propulsion Laboratory in Pasadena. The feeder is a critical component of a coal conversion plant, affecting equipment and maintenance cost as well as plant efficiency. Spokesmen from industry, government, and the academic community will present papers and serve on panel discussions. For details, contact: Dr. Ram Manvi, Jet Propulsion Laboratory, 4800 Oak Grove Drive, Pasadena, Calif. 91103; (213-354-4489).

FOSSIL ENERGY ABSTRACTS . . . "Fossil Energy Update," a monthly fossil energy abstract journal, is now available from the Energy Research and Development Administration on a subscription basis. This journal abstracts and indexes current scientific and technical reports, articles, conference papers and proceedings, books, patents, theses, and monographs on fossil energy, including coal, petroleum, natural gas, oil shale, hydrogen production, hydrocarbon and alcohol fuels, electric power engineering, and magnetohydrodynamic generators. Order from NTIS, U.S. Department of Commerce, 5285 Port Royal Rd., Springfield, Va. 22161 for $27.50 a year, including a cumulative index. Single copies are $3.25.

GEOTHERMAL HEAT IN EAST? . . . Near major urban centers in the eastern United States, scientists have found potential geothermal energy sources which might be tapped for heating homes and offices, or for industrial process heat. "These are preliminary but very encouraging results," said Dr. James C. Bresee, Director of ERDA's Geothermal Energy Division. "Geothermal energy is generally considered to be limited to the West, but it may very well be available to the more populous East, too." The studies have identified probable heat sources under or near Savannah, Ga.; Charleston, S.C.; Baltimore, Md.; Norfolk, Va.; and Jersey City, N.J. Work designed to quantify the temperature, productive capacity and depth of these potential energy sources is continuing.

TERTIARY RESULTS . . . After nearly two years, a Phillips Petroleum pilot program of tertiary (third time) oil recovery has more than doubled output of a 90-acre site in the North Burbank, Oklahoma, field from 60 to 163 barrels per day. Ultimately, Phillips hopes to apply its tertiary recovery to a major portion of the Burbank field, thereby adding some 50 million barrels of oil to its production. The pilot project involves four steps of injecting water or solutions into the ground to force more oil to the recovery wells.

Jobs, Inflation Curbs Win Summit's Priority

LEADERS OF SEVEN INDUSTRIAL NATIONS EMPHASIZE FREE TRADE, REDUCED OIL DEPENDENCE, AID TO LDCs

Leaders of seven large industrialized nations placed employment growth and curbs on inflation at the top of their current economic priority list as they met in London this month.

"Our most urgent task is to create more jobs while continuing to reduce inflation. Inflation does not reduce unemployment. On the contrary, it is one of its major causes. We are particularly concerned about the problem of unemployment among young people," declared the heads of state of the United States, West Germany, France, the United Kingdom, Italy, Canada and Japan as they concluded what they called the "Downing Street Summit."

They recommended action in four areas: adjusting balance of payments disparities among nations, strengthening an open international trading system, lessening worldwide dependence on oil, and increasing the flow of aid and resources to the developing nations.

The leaders spoke in their communique of the need for improved financial facilities through the International Monetary Fund and declared in this connection: "We commit ourselves to seek additional resources for the IMF and support the linkage of its lending practices to the adoption of appropriate stabilization policies."

They issued a ringing appeal for liberalized trade policies: "We reject protectionism—it would foster unemployment, increase inflation and undermine the welfare of our peoples." Along with this they promised to put new impetus into multilateral trade negotiations.

In the matter of diversifying energy sources to reduce the dependence on oil, the heads of state agreed on the need to increase nuclear energy production, stating "We commit ourselves to do this while reducing the risks of nuclear proliferation. We are launching an urgent study to determine how best to fulfill these purposes."

Turning to the question of assistance for the world's poorer nations, the leaders said "The world economy can only grow on a sustained and equitable basis if developing countries share in that growth. We are agreed to do all in our power to achieve a successful conclusion of the Conference on International Economic Cooperation and we commit ourselves to a continued constructive dialogue with developing countries. We aim to increase the flow of aid and other real resources to those countries. We invite the Comecom [Communist] countries to do the same."

MTN Goals

The following specific goals were set for 1977 in the Geneva multilateral trade negotiations by the Downing Street Summit participants:

1) A tariff reduction plan of broadest possible application designed to achieve a substantial cut and harmonization and in certain cases the elimination of tariffs;

2) Codes, agreements and other measures that will facilitate a significant reduction of nontariff barriers to trade and the avoidance of new barriers in the future, and that will take into account the structural changes which have taken place in the world economy;

3) A mutually acceptable approach to agriculture that will achieve increased expansion and stabilization of trade, and greater assurance of world food supplies.

Progress on these points, it was declared, "should not remove the right of individual countries under existing international agreements to avoid significant market disruption. While seeking to conclude comprehensive and balanced agreements on the basis of reciprocity among all industrial countries we are determined, in accordance with the aims of the Tokyo Declaration, to insure that the agreements provide special benefits to developing countries."

The importance of economic summit meetings—this was the third in a series that included talks in Rambouillet, France in November, 1965, and Puerto Rico in June, 1976—was underscored by the participants:

"The world economy has to be seen as a whole; it involves not only cooperation among national governments but also strengthening appropriate international organizations. We were reinforced in our awareness of the interrelationship of all the issues before us as well as our own interdependence. We are determined to respond collectively to the challenges of the future."

Basically, the leaders affirmed support for economic policies that would balance expansion in some countries with stabilization in others:

"Progress in the fight against inflation has been uneven. The needs for adjustment between surplus and deficit countries remain large. The world has not yet fully adjusted to the depressive effects of the 1974 oil price rise.

"We commit our governments to targets for growth and stabilization which vary from country to country but which, taken as a whole, should provide a basis for sustained noninflationary growth worldwide.

"Some of our countries have adopted reasonably expansionist growth targets for 1977. The governments of these countries will keep their policies under review, and commit themselves to adopt further policies, if needed, to achieve their stated target rates and to contribute to the adjustment of payments imbalances. Others are pursuing stabilization policies designed to provide a basis for sustained growth without increasing inflationary expectations. The governments of these countries will continue to pursue those goals.

"These two sets of policies are interrelated. Those of the first group of countries should help to create an environment conducive to expansion in the others without adding to inflation. Only if growth rates can be maintained in the first group and increased in the second, and inflation tackled successfully in both, can unemployment be reduced."

IMPORTS CONTINUE UP BUT EXPORTS TURN DOWN IN FIRST QUARTER

U.S. exports declined by nearly one percent in the first quarter of the year, while imports expanded by 10 percent over the preceding three months. As a result, the f.a.s. trade deficit increased to a record level of $5.9 billion. The deficit, which equaled that recorded for all of 1976, resulted from f.a.s. exports of $29.5 billion and f.a.s. imports of $35.4 billion ($37.8 billion c.i.f.).

The slight downturn in exports in January-March followed a progressive slowdown in the rate of expansion in sales abroad last year. After a substantial increase in the second quarter, they decelerated in July-September and showed only a fractional rise in the final three months. The relatively lackluster export performance cannot be attributed to any single factor. One reason for the sluggishness was a slackening in the rate of economic recovery in most foreign industrial markets which began quite early in 1976, accompanied by continued weak investment spending in these countries.

A downturn in sales to the developing nations was recorded in the first quarter of 1977, as deliveries to the oil exporters fell substantially and sales to the other LDCs continued to be held down by economic difficulties and external debt problems in some countries, and reduced food import needs in others. The appreciation of the U.S. dollar against a number of foreign currencies throughout last year and in the first quarter, tending to make U.S. goods more expensive, may also have negatively affected U.S. exports. Finally, exports may have been held down to some extent in the first three months by production and shipping delays caused by unusually cold weather.

Nearly half of the import surge in January-March was attributable to accelerated petroleum purchases, in part due to the cold winter. Much of the remainder stemmed from spiraling prices and larger quantities of coffee. Apart from these exceptional increases, however, demand for many foreign goods continued to expand, reflecting generally favorable U.S. business conditions and the quickening pace of economic growth in this country after the moderate slowdown in the latter half of 1976. The import increase in the first three months marked the seventh consecutive quarterly rise since the recession bottomed out in the spring of 1975.

Manufactured exports drop

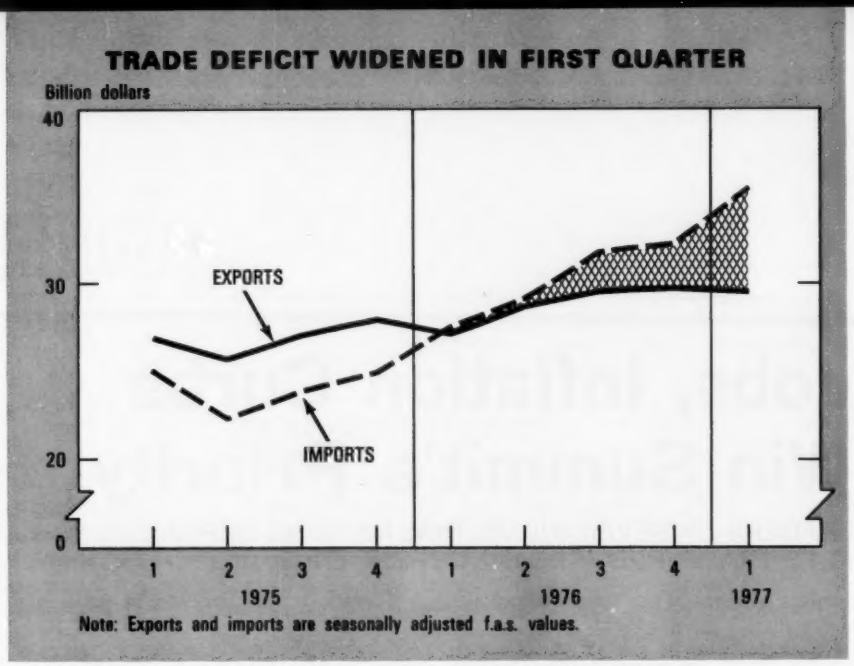
Exports of manufactured goods and other nonagricultural products totaled $23.3 billion in January-March, 2 percent below their level in the fourth quarter of last year. This decline followed a relatively sluggish performance in these shipments throughout the preceding year. In fact, nonagricultural exports in real terms have recorded little growth since the second quarter of 1976, indicating that foreign demand for U.S. products has been dampened by the faltering economic recovery abroad. Although the decline in current dollar exports in the first quarter can largely be attributed to sluggishness in demand, certain temporary factors, such as the extreme cold weather and unusually low civilian aircraft sales, also were reflected in the slump.

Machinery exports, the mainstay of our nonfarm sales abroad, edged downward in January-March. At $7.8 billion, these were lower than in any quarter of 1976 except the first. Much of the decline reflected lower sales of construction machinery and related equipment such as tractors and drilling apparatus, which have been sluggish since peaking in April-June 1976. Declines were registered, in addition, for metalworking machinery, telecommunications equipment, and electronic components exports. The drop in civilian aircraft sales occurred despite a jump in deliveries of several wide-bodied jet transports to Japan. These sales fell by more than had been expected based on the projected level of deliveries for the full year.

Reflecting continued buoyancy in domestic automobile sales, and a recovery following a strike in late 1976, exports of automotive products to U.S. subsidiaries in Canada increased substantially in the first quarter. There was, however, a decline in shipments of cars and trucks to other countries, which had risen substantially in the fourth quarter even though recording a large drop in 1976 as a whole.

Steel exports, which fell sharply last year, were lower in January-March than in any quarter of 1976, as steel remained in surplus in the international market. Similarly, exports of the major steelmaking materials, coal and steel scrap, dropped significantly to the lowest levels recorded in more than a year. Among other industrial materials, exports of logs and lumber declined, reflecting relatively high inventories in Japan which had been built up last year. Shipments of refined copper plunged as world supplies remained abundant. Chemical exports advanced slightly in value. A drop in outflows of inorganic compounds was more than offset by larger sales of other types of chemicals, particularly organics and fertilizers.

After falling in the fourth quarter of last year from their record level in the preceding three months, exports of agricultural products increased again this year. The rebound brought the value of these shipments to $6.1 billion, the second highest quarterly total on record, up 5 percent from the fourth quarter. A major reason for the increase was the steep rise in soybean prices which caused the value of these exports to rise sharply, particularly to Japan and the USSR where higher meat production targets have necessitated larger protein feed in-



Coffee Imports

	Price $/lb.	Value $ million
1976		
1st qtr.	.73	560
2nd qtr.	.90	612
3rd qtr.	1.14	691
4th qtr.	1.35	818
1977		
1st qtr.	1.72	1,291

Note: F.a.s. values, not seasonally adjusted.

puts. Advances were also noted in tobacco, soybean oil and meal, and cattle hides. Together, these increases more than offset sizable declines in wheat and corn exports. Although cold-weather-related shipping delays may have been partly responsible, the drop in wheat exports mainly reflected abundant supplies in most producing and consuming countries. Corn shipments fell primarily because of reduced sales to Western Europe.

Oil, coffee pace import growth

Increased receipts of petroleum and products, valued at $10.5 billion, led the first quarter expansion in imports. After climbing steadily since mid-1975 as a result of rising domestic consumption and declining crude oil production, these imports accelerated sharply in January-March under the additional stimulus of increased demand for heating oil caused by the severely cold winter weather. The value of petroleum imports was further boosted by higher prices resulting from the Jan. 1 OPEC increase. An additional $701 million of crude oil, not included in the Census statistics used in this article, was imported into the Virgin Islands, mostly for refining and shipment to the United States.

Coffee imports also accelerated sharply in the first quarter, after rising steadily in the past year because of short supplies and soaring prices. At $1.3 billion, these imports were nearly 60 percent higher than in the preceding three months and 130 percent greater than a year ago. Cocoa imports also rose in value because of higher prices caused by short worldwide supplies. Meat imports did not change from the depressed fourth-quarter level, but a drop in volume and continuing low prices caused a further decline in the value of sugar purchases.

Consumer goods imports picked up momentum after slowing in growth in October-December. Substantial increases continued to be recorded in receipts of radios, tape recorders, citizens' band radios, and other consumer electronic products, perhaps reflecting further inventory buildup. Receipts of cars and parts from U.S. subsidiaries in Canada also rose considerably in response to the further expansion in domestic car sales. Despite stronger sales of foreign cars, imports of autos from other countries grew only marginally in value. They declined in number, resulting in a decumulation of previously built-up inventories.

Expanded purchases of trucks, mostly from Canada, contributed substantially to the quickened pace of capital goods imports. Domestic truck sales rose to record levels in the first quarter. Receipts of aircraft and parts, which fluctuated widely last year, advanced from low October-December levels.

Petroleum Share of U.S. Imports Expands

	Price in dollars per barrel	Volume in million barrels per day	Value in millions of dollars	Percent of total U.S. import value
		Seasonally adjusted		
1976				
Jan.-Mar.	12.00	6.4	7,057	25.7
Apr.-June	12.14	6.7	7,393	25.5
Jul.-Sept.	12.19	7.9	8,757	27.4
Oct.-Dec.	12.35	8.0	8,986	27.9
1977				
Jan.-Mar.	13.03	8.8	10,518	29.7

Note: These data exclude crude oil imports into the Virgin Islands, most of which are shipped to the U.S. as refined products, valued at $2.4 billion in 1976 and $701 million in Jan.-March 1977.

Imports of industrial supplies other than petroleum returned to the first quarter 1976 value following erratic movements throughout last year. They had rebounded strongly in early 1976 following the upturn in U.S. industrial production and residential construction. Receipts of nuclear materials fell off sharply, however, after surging in the fourth quarter, in part because of the temporary cessation of foreign fuel processing here while nuclear enrichment policies were being examined by the new administration.

Area shifts widespread

Regionally, the drop in U.S. exports this quarter was concentrated in sales to Europe and the developing countries. Exports to the European Community, particularly Germany, fell substantially from their high fourth quarter 1976 total but remained above the levels recorded earlier in the year. Shipments to the oil-exporting LDCs, after climbing steadily during most of last year, also dropped. Deliveries to the non-oil LDCs fell to their lowest level in nearly three years as exports to Mexico, Brazil, and India were notably weaker.

On the other hand, increases were recorded for exports to Canada, mainly automotive products, and Japan, largely civilian aircraft. Sales to the communist countries also picked up somewhat following a slump in the latter half of 1976.

Imports from all areas expanded in January-March. In contrast to the drop in exports to the oil-exporting LDCs, receipts from this group soared. Arrivals from the other developing countries advanced strongly for the seventh consecutive quarter. Among the industrial countries, purchases from the European Community continued to expand steadily and those from Canada rebounded after a brief downturn in the fourth quarter. The increase in entries from Japan represented a slight acceleration compared to the growth in the preceding two quarters.

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Bureau's Office of International Trade Policy.

THE PRESIDENT

Economic Summit: President Carter attended, along with the heads of six other major industrial nations, the Downing Street Summit, held May 7-8 in London (see story, page 23).

Local Public Works Act: The President has signed into law, H.R. 11, which amends the Local Public Works Capital Development and Investment Act of 1976. The Act contains a new "Buy American" provision which requires that any unmanufactured or manufactured materials for local public works financed with any grant under the Act be of domestic origin. The Act also provides that the Secretary of Commerce may waive the "Buy American" requirement in the "public interest," in cases of inadequate domestic supplies or in cases of unreasonable costs. While "Buy American" requirements have applied previously to federal public works, this Act extends for the first time the domestic purchase requirement to federally-funded local public works.

CONGRESS

Export Administration Act: Both the House and Senate have acted on proposed legislation to extend the Export Administration Act of 1969 until Sept. 30, 1979. On April 20, the House passed, by a vote of 364 to 43, H.R. 5840, the Export Administration Amendments of

1977. By a vote of 90-1 the Senate on May 5, passed its version of the bill.

Bills Passed-Senate: On May 5, the Senate passed with committee amendment and sent to the House S. 305, to amend the Securities Exchange Act of 1934 so as to require issuers of securities to maintain accurate records, and to prohibit corporate bribery. Companies violating the criminal prohibitions on bribery face maximum fines of $500,000. Individuals acting on behalf of such companies face a maximum fine of $10,000 and five years in jail.

Bills Passed-House: The House passed H.R. 6415, to extend and amend the **Export-Import Bank Act of 1945,** by a vote of 281-126. The bill includes provisions to extend the life of the Bank to September 1978, to require the Bank to consider available information on human rights in countries wishing to transact business with the Bank, to express the sense of the Congress in favor of further progress toward international standardization of credit terms and eventual termination of Government-provided concessional export credits, and to permit a 25-day Congressional review period for transactions involving nuclear proliferation.

On April 25, the House passed H.R. 6370, an Act to authorize appropriations for the International Trade Commission (ITC) for fiscal year 1978 and to make certain organizational and administrative changes. The Act amends U.S. trade law to insure that programs for achieving international harmonization of trade statistics shall proceed as an integral part of the Trade Act-mandated program to achieve comparability among statistics on imports, exports and domestic production. Both tasks are delegated to the section 484(e) committee composed of representatives of the Treasury and Commerce Departments and the ITC.

Committee Hearings-House: The Subcommittee on International Economic Policy and Trade of the House Committee on International Relations held a hearing on H.R. 1560 and H.R. 2382, repealing section 5(b) of the **Trading with the Enemy Act of 1917** relating to emergency controls on international economic transactions. Testimony was heard from Homer Moyer, Jr., Acting General Counsel of Commerce, among others.

The Subcommittee on Consumer Protection and Finance of the House Committee on Interstate and Foreign Commerce held a hearing on H.R. 3815, amending the **Securities Exchange Act of 1934** to make it unlawful for an issuer of securities registered pursuant to section 12 of the Act or an issuer required to file reports pursuant to section 15(d) of the Act to make certain payments to foreign officials and other foreign persons.

The Subcommittee on Merchant Marine of the House Committee on Merchant Marine and Fisheries held hearings on H.R. 1037 and related bills, to require that a percentage of **U.S. oil imports** be carried in United States flag vessels. Testimony was received from private witnesses. The same Committee's Oceanography Subcommittee held hearings on H.R. 3350, Deep Seabed Hard Minerals Act. Testimony was heard from Secretary Kreps, Ambassador Elliot Richardson and private witnesses.

Committee Hearings-Senate: The Subcommittee on Antitrust and Monopoly of the Senate Committee on the Judiciary held hearings on S. 825, Voluntary Standards and Accreditation Act. Testimony was given by public witnesses.

New Legislation: In the first session of the 95th Congress, 121 trade and related bills have been introduced. Those not

TARIFF BILL PROGRESS

Tariff bill action by the House Ways and Means Trade Subcommittee in markup sessions on May 9 and 12.

Favorably reported, some with amendments: H.R. 1550: Ceramic spark plug insulators, amended to reduce duty through June 30, 1980, rather than permanently. Reduction limited specifically to imports of insulators with 90 percent or more alumina. *H.R. 1904:* Intravenous fat emulsions, amended to suspend duty through June 30, 1980, rather than permanently eliminate duty. *H.R. 2692:* Wood excelsior, amended to suspend duty through June 30, 1980 rather than for two years. *H.R. 2849:* Latex mattress blanks, amended to suspend duty for only one year rather than three and to delete the retroactive provisions. *H.R. 2850:* Latex sheets, amended same as H.R. 2849. *H.R. 2982:* Synthetic tantalum columbium, amended to suspend duty through June 30, 1980, rather than for two years.

Also, *H.R. 3093:* Shoe last copying lathes, amended to make permanent the existing duty suspension. *H.R. 3387:* Synthetic rutile, amended to continue existing suspension through June 30, 1979, rather than June 30, 1980. *H.R. 3373:* Silk yarns, amended to continue existing suspension through June 30, 1980, rather than June 30, 1978. *H.R. 3790:* Poppy straw concentrate, amended to suspend duty through June 30, 1980. *H.R. 3946:* Wool, not finer than 46s, amended to suspend duty only through June 30, 1980 rather than June 30, 1981 and to provide clarifying language. *H.R. 4018:* Doxorubicin, amended to suspend duty until June 30, 1980, rather than June 30, 1979. *H.R. 4654:* Unmounted underwater lenses, amended to reduce duty until June 30, 1980, rather than permanently. *H.R. 50537:* Relief of Jack Misner, relating to duties on the ship Panda.

Also, *H.R. 5052:* Color couplers, amended to suspend duty through June 30, 1980 rather than for two years and to provide clarifying language. *H.R. 5146:* Competition bobsleds and luges, elimination of duties. *H.R. 5176:* Levulose, amended to suspend duty through June 30, 1980, rather than Dec. 31, 1980. *H.R. 5263:* Bicycle parts, amended to continue duty suspension through June 30, 1980 rather than June 30, 1979. *H.R. 5265:* Fluorspar, amended to suspend duty through June 30, 1980, rather than June 30, 1978. *H.R. 5285:* Acrylic sheets, concerning reclassification and a duty increase. *H.R. 5289:* Relief of Joe Cortina, relating to duties on musical instruments. *H.R. 5322:* Processed istle, amended to make permanent the existing duty suspension. *H.R. 5858:* U.S./Canadian Petroleum Exchange, duty-suspension.

Passed over without prejudice: H.R. 492: MPB (vitamin K feed additive), suspension of duty through Jan. 3, 1979. *H.R. 706:* Domesticated animals, duty-free reentry within 24-month period. *H.R. 1856* and *H.R. 3674:* Palm oil, establish a duty, except on palm oil used in manufacturing certain metals. *H.R. 2048:* Fish nets, permanent duty reduction. *H.R. 2646:* Man-made binder twine, elimination of duty. *H.R. 3364:* Loose glass prisms, elimination of duty. *H.R. 3388:* Synthetic rutile, make permanent the existing duty suspension. *H.R. 4788:* Tricot knitting machines, suspension until July 1, 1980, the column 1 and column 2 rates of duty. *H.R. 5044:* Strontium nitrate, suspension of duties through Jan. 3, 1980. *H.R. 5203:* Field glasses, suspension of duty through Dec. 31, 1978. *H.R. 5231:* Chlorendic acid, elimination of duty. *H.R.5270:* Aspen wood for particle board, permanent reduction of duties. *H.R. 5286:* Acetone, reclassification and permanent reduction of duty. *H.R. 5551:* 2-Methyl, 4-Chlorophenol, suspension of duty for three years.

Held over for further consideration: H.R. 2267: Hand tools, increase duty for five years. *H.R. 5643:* Implementing the United Nations Convention on the Means of Prohibiting and Preventing the Illicit Import, Export and Transfer of Ownership of Cultural Property.

previously reported in this column include: H.R. 6278, to amend the Tariff Schedules of the U.S. to permit under certain conditions the free entry of **Canadian petroleum and crude shale oil**; H.R. 6283, H.R. 6355, and H.R. 6490, to amend the Trade Act of 1974 in order to authorize the President to designate certain countries as beneficiary developing countries under Title V of such Act if the President determines that such designation is in the national economic interest; H.R. 6370, a bill to authorize appropriations to the **International Trade Commission** for fiscal year 1978, to provide for the Presidential appointment of the Chairman and Vice Chairman of the Commission, and to provide for greater efficiency in the administration of the Commission; H.R. 6371, H.R. 6355 and H.R. 6659, to amend the Tariff Schedules of the U.S. with regard to **item 807.00**; H.R. 6384, to amend the Trade Act of 1974 to reimburse the States for the amount of State unemployment insurance benefits paid to workers eligible to receive **trade readjustment allowances**; H.R. 6517, to amend the Tariff Schedules of the U.S. to exclude **alcoholic beverages** from those articles eligible for duty-free treatment as gift articles imported by non-residents; H.R. 6688, to permit until July 1, 1980, the duty-free entry of **Tricot and Raschel warp knitting machines**; H.R. 6825 and H.R. 7016, to amend the United Nations Participation Act of 1946 to allow the importation of **certain strategic materials** which are shipped from a country, other than southern Rhodesia, under a contract entered into before March 18, 1977, and which the seller certifies are not of southern Rhodesian origin; H.R. 6878, to amend Public Law 88-482 regarding **fresh, chilled or frozen meat of cattle, goats and sheep** in items 106.10 and 106.20 of the Tariff Schedules of the U.S.; H.R. 6879, to amend section 2 of the **Act of Aug. 22, 1964**, to prevent circumvention of import restrictions through the production or manufacture of articles from foreign meat in foreign trade zones, territories, and possessions of the United States; H.R. 6917, to increase for a 5-year period the duty on certain **hand tools**; H.R. 6922 and S. 1405 to amend the Tariff Schedules of the United States to reduce the burden of **paperwork involved in the customs entry process** for travelers and goods entering the United States; H.R. 7108, to amend the Tariff Schedules of the U.S. in order to suspend the duty on **Yankee Dryer Cylinder Rolls** until the close of Sept. 31, 1977; and H. Res. 503 and H. Res. 516, stating the sense of the House that if orderly marketing arrangements negotiated on **footwear** do not provide adequate relief, the House should pass a Concurrent Resolution to override the President's decision.

COMMERCE DEPARTMENT

Trade Adjustment Assistance for Firms: During the month of April, the Department certified ten firms eligible to apply for trade adjustment assistance.

Firms certified in the period: Coaterie, Inc., New York **(ladies' apparel)**; Caprice Handbag Co., Inc., New York **(handbags)**; Minnesota Woolen Company, Duluth, Minn. **(ladies' and men's apparel)**; Temple Sound Equipment Co., Bronx, N.Y. **(loudspeakers)**; Tarra Hall Clothiers, Inc., New York **(men's apparel)**; Kreisler Manufacturing Corp., St. Petersburg, Fla. **(watchbands, pocket and desk lighters, and pens and pencils)**; Robin Footwear Corp., Mt. Union, Pa. **(women's footwear)**; Peg Sportswear, Inc., New York **(ladies' sportswear)**; Hy-Grade Sportswear Co., Inc., New York **(suits and coats)**; and Lewis Purses, Inc., New York **(handbags)**.

TREASURY DEPARTMENT

Antidumping Cases: The Department has issued one final determination and one preliminary finding in recent antidumping cases. A final finding was made that parts for **self-propelled bituminous paving equipment** imported from Canada are being sold in the United States at less-than-fair value, within the meaning of the antidumping law. A tentative affirmative finding was issued in the case involving **pressure-sensitive plastic tape** from West Germany and appraisement is being withheld on the subject imports.

In addition, Treasury has been informed by the International Trade Commission (ITC) that the pending investigation on **impression fabric of manmade fiber** from Japan should not be terminated. (See International Trade Commission section below for details.)

Finally, three new investigations have been initiated to determine the existence of sales in the United States at prices below those in the exporting country. The products involved are: **ice hockey sticks** from Finland, **viscose rayon staple fiber** from Austria, and **carbon steel plate** from Japan.

Countervailing Duty Cases: Treasury has announced final determinations in three cases brought under the U.S. countervailing duty law. The Department found that bounties or grants are being paid on imports of **fresh, chilled, or frozen cod and flounder** from Canada. The imposition of countervailing duties has been waived in this case, pursuant to section 303 of the Tariff Act of 1930, as amended by the Trade Act of 1974. The Trade Act provides that a waiver may be granted if: 1) steps have been taken to reduce or eliminate the adverse effect of the bounty or grant; 2) there is a reasonable prospect that trade agreements will be entered into to reduce trade barriers; and 3) the imposition of countervailing duties would be likely to seriously jeopardize success of negotiations aimed at such agreements. In the second and third cases, Treasury finally determined that bounties or grants are not being paid on exports of **bicycles** from the Republic of China and **zinc** from Spain.

Three preliminary determinations have also been made. Preliminary negative findings were anounced regarding imports of **leather wearing apparel** from Korea and **grain oriented silicon electrical steel** from Italy. A preliminary affirmative decision was made that bounties or grants are being bestowed on **china and parts thereof** from Italy.

Finally, new countervailing duty investigations have been initiated regarding **leather wearing apparel** from Argentina and Uruguay.

LABOR DEPARTMENT

Adjustment Assistance Certification: The Labor Department, having found that workers at certain firms have been or may become unemployed as a result of increased imports, has certified workers at those firms as eligible to apply for adjustment assistance. Adjustment assistance, under the provisions of the Trade Act of 1974, may include cash trade readjustment allowances, training, testing, counseling, job placement, job search grants and relocation allowances.

The workers certified (numbers where available are approximate) are or have been employees of the following firms: Lunkenheimer Co., Cincinnati **(valves)** 500; International Shoe Co., Searcy, Ark. **(women's shoes)** 300; Dixon-Bartlett-Lambrecht, Inc., Baltimore **(women's shoes)** 235; Simonds Cutting Tools Div., Wallace-Murray Corp., Fitchburg, Mass. **(cutting tools)** 225; DeLaval Turbines, Inc., Trenton, N.J. **(worm gears)** 110; Lady Suzanne Foundations, Inc., Brooklyn **(brassieres)** 85; Max Kirmayer and Sons, Inc., Brooklyn **(men's pants)** 25; Carmen J., Philadelphia **(women's and misses' slacks)** 60.

Also, Bern Brae Classics, Inc., Philadelphia **(women's and misses' slacks)** 40; S. Rothschild and Co., Inc., Philadelphia **(girls' and juniors' coats)** 40; Louis Birenbaum, Philadelphia **(women's slacks and pant suits)** 10; Gulf and Western Industries, Taylor Forge Div., Ackerman, Miss. **(carbon steel forged flanges)** 125; Airco, Inc., Charleston, S.C. **(high carbon ferrochrome)** 120; S and S Children's Apparel Corp., Brooklyn **(girls' and women's slacks, shorts, blouses and shirts and girls' dresses)** 25; Armco Steel Corp., Houston **(carbon steel shapes and plates)** 2,400; Bethlehem Steel Corp., South San Francisco **(structural steel shapes)** 130; Artvogue of California, San Francisco **(men's sport shirts)** 30; C-E Glass, Inc., St. Louis **(polished wire glass)** 85; Su-

perb Glove Corp., Johnstown, N.Y. **(gloves)** 40; and Jack L. Inselman and Co., Philadelphia **(children's coats)** 35.

Denials: The Department denied petitions for trade adjustment assistance for workers of the following companies: Optical Products Div., American Optical Corp., Southbridge, Mass. **(ophthalmic lenses)** 915; Alpha Carbide, Inc., Brunswick, Me. **(shoe uppers)** 200; Alpha Shoe Co., Biddeford, Me. **(shoe uppers)** 130; Maremont Corp., Saco, Me. **(military ordnance, military vehicle parts, and shock absorbers)** 75; Eberhard Faber, Inc., Wilkes-Barre, Pa. **(pencils, felt-tip markers, rubber bands, and erasers)** 150; Crane Co., Ambridge, Pa. **(repair of valves)**; Miss Quality, Inc., Philadelphia and Hatboro, Pa., New York **(children's dresses)** 15; Ceco Corp., Southwest Steel Co., Houston **(mill head control items)**.

Port Fisheries, Port Isabel, Tex. **(servicing of shrimp boats)**; Cinderella Shoe Corp., San Lorenzo, P.R. **(women's casual footwear)**; Milton Mfg. Co., Milton, Pa. **(concrete reinforcing bars)** 200; Lemont Mfg. Co., Lemont, Ill. **(concrete reinforcing bars, angles and plan rounds)** 80; Belleville Shoe Mfg. Co., Belleville, Ill. **(combat boots, athletic shoes)**; Arctic Enterprises, Inc., Arctic Distributors, Inc., Thief River Falls, Minn., Neenah, Wis. **(snowmobiles)** 60; Marsh Valve Co., Dunkirk, N.Y. **(brass valves, castings)** 8; Burroughs Corp., Piscataway, N.J. **(computer memory mainframes)**; Bethlehem Steel Corp., South San Francisco **(hot rolled carbon bars and reinforcing carbon steel bars)**; C-E Glass, Inc., St. Louis **(rolled figure glass)**; Liggett Spring and Axle Co., Monongahela, Pa. **(leaf springs and axles)** 200; Philadelphia Coke Co., Philadelphia **(metallurgical coke)**; Copper Range Co., Northern Hardwoods Division, Houghton, Mich. **(furniture components, institutional shelving and cutting boards)** 15; Stockham Valves and Fittings, Inc., Birmingham, Ala. **(valves, malleable and non-malleable cast iron pipe fittings)**; Kentucky Electric Steel Co., Ashland, Ky. **(carbon steel bars, carbon steel bar-sized light structural shapes)**; Judson Steel Corp., Emeryville, Calif. **(concrete reinforcing bars)**; and Vulcan Corp., S. Charleston, Ohio **(wood heels, wedges)**.

Investigations: Of the new investigations recently initiated by the Department to determine whether workers at various plants are eligible to apply for adjustment assistance, the products most frequently involved are **passenger cars, clothing and shoes.**

AGRICULTURE DEPARTMENT

Meat Quotas—Secretary of Agriculture Bergland has estimated that 1977 imports of meat subject to the Meat Import Law will be slightly below the level of approximately 1,300 million pounds which triggers imposition of a quota under the Law. The second quarterly estimate for 1977 is the same as that made on Dec. 22, 1976.

INT'L TRADE COMMISSION

Section 201: Import Relief Cases: The International Trade Commission (ITC) has initiated two new investigations under section 201 of the Trade Act of 1974 (the "escape clause"). The investigations will be conducted to determine whether certain **malleable cast-iron pipe and tube fittings** and **live cattle and certain meat** products are being imported into the United States in such increased quantities as to be a substantial cause of serious injury or threat thereof to the domestic industries.

A public hearing in connection with the pipe and tube fittings case will be held on June 21 in the ITC Hearing Room, 701 E Street, NW., Washington, D.C. Requests to appear must be filed in writing with the Secretary by noon on June 17.

Hearings in the meat case will be held in Rapid City, South Dakota, beginning on June 14, in Dallas, Texas, beginning on June 28, and in New York, beginning on July 12. Times and locations will be announced. Written requests for appearances should be filed with the Secretary not later than noon of the fifth calendar day preceding the hearings.

Hearings will also be held in connection with the previously opened section 201 case regarding certain **headwear** beginning at 10 a.m. on May 26 at the Bel Aire Hilton Hotel, St. Louis.

Antidumping Case: The ITC has determined that no domestic industry is being or is likely to be injured by certain low-priced imports of **clear sheet glass** from Romania sold in the United States. The finding concluded the Commission's injury investigation which followed a finding by the Treasury Department that the subject imports were being sold at less-than-fair value, within the meaning of the U.S. antidumping law.

In addition, following a Treasury finding of sales at less-than-fair value of certain **parts for self-propelled bituminous paving equipment** imported from Canada, the ITC has initiated an investigation to determine whether a domestic industry is being or is likely to be injured, or is prevented from being established, by reason of such sales.

Finally, the ITC has notified the Treasury Department that the pending investigation on **impression fabric of manmade fiber** from Japan should not be terminated. The Commission had been asked by Treasury, pursuant to the Trade Act of 1974 amendments to the antidumping law, to determine if there was no reasonable indication of injury or the likelihood of injury to an industry in the United States from imports from Japan of such fabric products possibly sold at less than fair value. The ITC did not find this to be the case, and Treasury will therefore continue its antidumping investigation.

Section 337-Unfair Trade Practices: The ITC has ordered the exclusion of imports of certain **exercising devices.** The decision followed a finding of importation and sales in the United States, in violation of a valid domestic patent, the tendency of which was to substantially injure a U.S. industry. If the President does not disapprove the order within 60 days, it will become final. Also, the Commission has ended another section 337 case, concerning certain **above-ground swimming pools,** with a final determination that there was no statute violation.

In other section 337 action, the Commission has announced initiation of three new investigations into allegations of unfair trade practices. The products involved are certain **light shields for sonar apparatus,** certain **dot matrix impact printers and solenoids** and **print head assemblies therefor,** and certain **steel toy vehicles.**

Hearings-Textile Classification: Two final public hearings have been scheduled in connection with the ITC's investigation into the probable domestic impact of changing from the current "chief value" method of classifying **textile** imports to a "chief weight" method. One will be held on May 24 at 10 a.m. in Room 8544 of the Federal Building, 300 North Los Angeles St., Los Angeles, and the other at 10 a.m. on June 7 in Conference Room B, Departmental Auditorium, between 12th and 14th Streets on Constitution Ave., NW., Washington, D.C.

INTERNATIONAL

Foreign Safeguard Actions: The Canadian Government has announced commencement of an inquiry to determine whether imports of **non-rubber footwear** into Canada may cause or threaten serious injury to Canadian production of like goods.

Foreign Antidumping Actions: The Canadian Government has announced its determination that imports of certain **natural color acrylic fiber** from Japan and the United States are being or have been sold in Canada at less than their fair value and that the margin of dumping is not negligible. The matter has been referred to the Anti-dumping Tribunal for a material injury determination.

The United Kingdom's Department of Trade has announced that the dumping investigation concerning certain **printed circuit board drills** from the United States has been terminated and that alleged dumping involving **stereo flong** from the U.S. has been discontinued.

In Australia, the Bureau of Customs has announced that dumping duties imposed in 1973 on imports of **chain saws** were terminated as of April 7.

COMMUNICATING IN IRAN—*At Tehran U.S. Trade Center show, Northern Telecom's phone systems are being demonstrated for interested visitors.*

Iran's Communications Buyers Weigh Product 'Compatibility With Equipment In Place'

In the Iranian market for communications equipment, compatibility with installations already in place appears to be a more compelling sales factor than technological considerations, exhibitors at a recent U.S. Trade Center show in Tehran observed.

As in many other countries, Iran's infrastructure has developed from various sources, and communications equipment is no exception. Technological factors are most important in purchases not tied directly to the country's telecommunications network. U.S. suppliers would do well, however, to keep themselves informed on technical specifications, the U.S. Embassy suggests. Iran may soon standardize in several communications fields; for example, PBX and PABX equipment most likely will be standardized in line with Bell System requirements. Closed circuit TV, despite broadcast standardization on European systems, probably will remain an open field with good market potential in the next few years.

Exhibitors in this show were enthusiastic about their future prospects in Iran. Most of them felt that their products were price competitive—at a time when pricing is becoming increasingly important in this market.

Among the products reported to have the best potential are: cutover equipment and systems, two-way FM mobile radios, FM radio paging systems, closed circuit TV equipment, communications towers and peripheral equipment, transmission test sets, amplitude delay equalizers, office telephone systems, telecommunications tools and installation products, microwave test systems, alerting systems, telex peripheral equipment, and PABX equipment.

Iran's national budget—March 21, 1977, through March 20, 1978—shows an impressive increase in public funds earmarked for communications. The telecommunications sub-sector is to receive about $410.4 million, of which an estimated $150 million will go for equipment imports. The private sector's use of non-broadcast radio and TV equipment, as well as its use of other related equipment, should also increase significantly. Where governmental licenses are required for such equipment in the private sector, however, difficulties and delays are likely to persist.

Five representatives were appointed during the exhibition; 14 additional agreements are under negotiation. Almost $12 million in off-the-floor and projected sales was registered.

Japan's Printing Industry Buys Advanced Equipment To Improve Productivity

U.S. printing and graphic arts equipment that is newly developed and technologically advanced has been selling well in Japan, a U.S. Trade Center show in Tokyo recently confirmed. Less sophisticated products are more dependent on price, brand name, and post-sales service—as an abundance of such equipment is available on the domestic market from U.S., Japanese, and third-country sources.

During the exhibition, equipment valued at $428,681 was sold off the floor. The 13 firms seeking representation expect to appoint 18 sales representatives in the next 12 months. One exhibitor signed an agreement, two expect to sign licensing agreements, and another two expect to complete negotiations for joint ventures during the year.

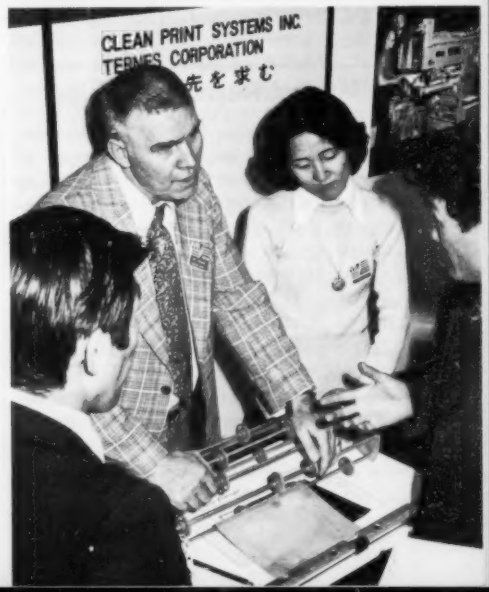
In both the commercial printing and newspaper industries, which are aiming to improve productivity and economize on labor costs, a trend in switching from letterpress to offset equipment can be seen. A significant increase in local demand for color printed material is expected to continue, and price competition among U.S., Japanese, and third country products is likely to intensify.

As a result of the 1974-75 recession, a government-sponsored modernization program for the printing industry, scheduled to terminate in 1977, has fallen short of its goals and will probably be continued for several more years. This program, and a similar one for the bookbinding industry (1976-80) that includes establishment of cooperatives, guilds, and joint-venture subcontractors, should provide increasing sales opportunities for high-technology U.S. equipment.

U.S. manufacturers are alerted to the need to modify their equipment to meet local conditions—particularly paper sizes, electric power voltage, and cycle frequency.

For the recent Trade Center event, the products of 34 U.S. firms—31 of them new to the market—were exhibited; orders during the next year are projected at almost $8 million.

AT TOKYO TRADE CENTER—*Norman A. Ternes,president of Ternes Corp., discusses his products with show visitors.*



EMBARGO ON U.S. TRADE WITH CUBA STILL HOLDS, ALMOST TOTAL IN STATUS

Fast-moving events in U.S. relations with Cuba have created uncertainty in the U.S. business community about the actual current status of trade in that relationship, it is apparent from many calls now being received in the Commerce Department.

Although the two countries have begun a process of normalizing relations, at present a virtual total trade embargo remains in effect. It is difficult to foresee when and whether American companies will again be able to enter commercial transactions with Cuba. While some partial steps toward trade resumption could occur in the near future, rapprochement to end the 15-year break is likely to be a lengthy process.

The Executive branch already has the full authority to order a complete lifting of the trade ban on Cuba, but recent Congressional activities could affect the normalization process. The Senate Committee on Foreign Relations recently approved a bill that would mandate a partial restoration of trade to the extent of allowing the export of U.S. medical supplies and food and agricultural commodities to Cuba.

Exports of other items would still be embargoed, at Administration discretion, under this proposal, as would all imports. However, this bill is still subject to consideration by the full Senate. The measure also reaffirms the President's authority to control exports to Cuba if appropriate responses are not forthcoming from the Castro government.

The House of Representatives recently took action seemingly contrary to the Senate Committee initiative, by passing an amendment opposing use of foreign aid funds for trade with Cuba. Ultimately, any legislated action to change the embargo requires Senate-House agreement. The outlook at this time therefore remains uncertain.

Numerous extremely complex and difficult problems remain to be dealt with in step-by-step negotiations before relations can be fully restored. These include human rights questions such as separated families, U.S. claims for $1.8 billion for properties of American citizens expropriated by the Castro government, Cuban military intervention in Africa, and, of course, the trade embargo.

Meanwhile, the United States continues to maintain that embargo. The export or reexport via third countries of U.S. origin products is restricted, as is the importation of Cuban origin products.

Two exceptions

However, there are two exceptions: since October 1975 the United States has, in keeping with the ending of the Hemisphere-wide OAS embargo of Cuba, allowed foreign affiliates of U.S. companies to engage in limited trade with Cuba. Affiliate company exports of non-strategic foreign made goods are permitted, so long as they contain only insubstantial amounts (less than 20 percent in value) of U.S. origin parts, components or materials.

All commercial transactions of U.S. affiliated companies are subject to licensing by the Office of Foreign Assets Control in the Treasury Department. Furthermore, use of U.S. origin parts and components requires the approval of the Office of Export Administration in the Commerce Department.

Second, the embargo on importation of Cuban origin products has also been modified to allow Americans traveling to Cuba to return with up to $100 of Cuban products during any one six-month period.

Some companies, beginning their research on the potential for trade with Cuba, have been referred to a report, "U.S. Commercial Relations with Cuba: A Survey," and a supplementing "Recent Developments in Cuban Trade." Inquiries about these useful sources of background information should be made to local Commerce District Offices.

Market Reports Catalog

Commerce's new Market Share Reports Catalog, listing each report in the commodity series and in the country series, is now available. The Catalog may be obtained free from Commerce District Offices, or by writing to the National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22161.

The nature and usefulness of these reports, which have been published by the Commerce Department since 1966, were detailed in the Feb. 28 issue of *Commerce America*.

POLISH GROWTH STRATEGY CHANGES UNDER NEW PLAN

The Polish economy again experienced high levels of growth in 1976, and the government announced new economic priorities to improve performance in the agricultural, foreign trade, and consumer goods sectors, according to the U.S. Embassy in Warsaw.

Poland's national income grew by 7.5 percent in 1976, in spite of a fall in agricultural production. Industrial output was up by 10.8 percent. This rapid growth, only slightly lower than that registered in the preceding five years, contributed to a further increase in Poland's trade deficit with non-Communist countries. No major changes occurred in the price structure of the Polish economy in 1976. The government decided to retract its June proposals for price increases on most food items, particularly meat, pending further study. The five-year plan published in December, establishes policies of more moderate growth and reallocation of resources.

Smaller investment share

Under the new plan, the relative share of Gross Domestic Product devoted to investment will fall from the high of 35 percent in 1975 to 27 percent in 1977 and successively through 1980. Agriculture, food processing and housing will receive 43 percent of total investment, much higher proportions than in previous years. The government also hopes to cut substantially the proportion of investment going to plant construction, concentrating instead on completing projects already begun and modernizing existing factories. The breakdown of investment outlays between plant construction and machinery did not change significantly in 1976, however. Although the increase in investment in real terms amounted to only 3.5 percent in 1976, the increase as measured in current prices was over 13 percent.

The plan calls for a 26 percent increase in deliveries of non-food consumer goods over the 1975-80 period, with almost half of the increase in durable items to come in the next two years. These targets represent a continuation of past high increases in consumer goods production. Total industrial production, in contrast, is slated to grow by about two-thirds the average rate registered in 1971-1975. Major increases in production of cars, furniture, consumer appliances and textiles are planned. More consumer goods are being imported than in the past, as well. Slower progress is expected on the agricultural front, where meat supplies dropped markedly in 1976.

Greater central control of wage funds has been instituted. Real wages are to grow by an annual average of 3.4 percent during the entire plan and by only 2 percent in 1977. Wage increases are to rise more slowly than gains in productivity. Consumer goods availabilities are to increase faster than incomes, thus relieving some pressure of excess demand. The

price index rose by 4.5 percent in 1976.

Under the new economic policies, the services sector is expected to double during 1976-1980. Private services enterprises, through more liberal tax treatment and improved availabilities of materials and imported equipment, are being encouraged to expand at this same high rate. The Polish Government is also supporting greater specialization among private farmers and land transfers which will increase over time the average size of private farms.

The ambitious target of increasing exports by 75 percent by 1980, while holding import growth to only 26 percent over 1975 levels, is set in the new plan. Goals for improving the balance of trade with Western countries (plus Japan) are even more ambitious. Poland expects improved demand for its products as a result of the quickened rates of recovery in the United States and Europe. Higher export prices and increased exports of coal, copper, sulfur and products from investments now being completed are being counted on to bring improvement in 1977.

Poland is seeking licenses and technology in a variety of fields. Equipment for modernizing and improving productivity in existing plants will be in high demand. This could be particularly true in the metallurgical sector, where many steel mills will be converted in the next four years to process the new steel output from Huta Katowice.

Growth in Poland's demand for Western manufactured goods will be much more moderate than in the past. With this heightened competition among foreign suppliers, U.S. firms will have to display flexibility with regard to buy-back and compensation arrangements if they expect to conclude large sales. Buy-back requirements have been increased for import contracts of over $1 million and will be a prime consideration except in cases where one foreign technology is clearly superior. Cooperation in marketing Polish products in third countries is being encouraged and in many cases has been attractive to U.S. firms.

American companies competing for large contracts of over $50 million will be expected to finance all hard-currency costs. In addition, hard-currency financing of local construction and operation costs will be required for most large projects.

In May 1976, Poland established regulations which would permit foreign investment in the services sector. Although no specific foreign investment agreements have been concluded, several firms have held discussions with the government. Government officials have said that joint equity industrial ventures with foreign partners are possible under the regulations and will be considered on a case-by-case basis. They emphasize, however, that industrial cooperation arrangements, with the foreign partner providing technology and a commitment to help market the products outside of Poland, will remain the predominant form of cooperation with Western firms.

U.S. TRADE DEVELOPMENT CENTER IN WARSAW—*Polish purchasing officials listen intently to a presentation on the merits of American products in a familiar scene at this "one-stop service center" for U.S. companies. The facility offers an effective, efficient way to develop this market and meet the Poles who make key purchasing decisions, through technical presentations, product displays, business consultations and press conferences. The Center assists in identifying and inviting such senior officials. It can arrange for translating and printing product presentations, and can handle press receptions. Its exhibit facilities are suited for smaller products and models. The seminar area will hold up to 50 persons, and has audio-visual equipment for use with audiences. Telex and reprographic equipment are available at cost. For additional information contact the U.S. Embassy in Warsaw.*

Spain Extends Surcharge

The 20 percent surcharge on almost all imports that Spain instituted last October, which was to be in effect for six months until April 11 of this year, has been extended for another six months until Oct. 12.

Remaining exempt from the surcharge are: certain capital equipment not manufactured in Spain, goods to be used in the manufacture of certain capital equipment covered by joint Spanish/foreign ventures, and agricultural commodities already subject to variable import levies.

The surcharge is added to the regular duty; e.g., if the regular duty is 20 percent, the effective duty including surcharge is 24 percent.

Taiwan Limits Certain Imports To U.S., European Suppliers

The Republic of China ruled on April 22 that certain commodities may be imported only from suppliers in the United States and Europe. Most of the items specified were previously imported from Japan; the decision to shift to U.S. and European products is aimed at reducing Taiwan's unfavorable trade balance with Japan. The action will also be in keeping with Taiwan's program to expand purchases from the United States in order to help narrow the trade gap between the two countries.

New commodities affected by the ruling include computers, certain electronic calculators, escalators, fork-lift trucks, radio receivers, telephones, tape recorders, record players, and buses, trucks and their chassis.

Several categories of used machinery are also affected, including road rollers (mechanically propelled), excavators, dredging machines, graders, bulldozers, scrapers, shovels, pile drivers, and other road building machinery.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, visits by foreign buyers and officials, and major construction and expansion projects.

Licensing, Investment Abroad

0251—ZAIRE—Office National de Development de l'Elevage seeks joint venture partner to participate in development of **poultry farm.** It has at its disposal an 8-hectare poultry farm which was started up in 1964 and went out of business in mid-1976. Farm contains mill, two large storehouses, 650-sq.-m. hen house, six buildings with 184 sq. m. and 12 with 120 sq. m.; incubators and batteries, some of which are repairable; buildings will also need repairing. Mpiana Yenga, Delegue General, ONDE, B.P. 8839, Kinshasa. P-77614. OPIC.

1061—THAILAND—Seeks joint venture to engage in **tin mining, hotel operations, seafood production.** Capt. Suthat Tulyasuk, 33/2 Soi Atid, Wutakas Rd., Bangkhuntien, Bangkok. P-77631. OPIC.

1500—NIGERIA — Firm interested in meeting people in **building construction** to discuss joint venture. Firm designs, furnishes private and public buildings; sells building materials, electrical fittings. Firm representative Mai Bukar Garba Dogon-Yaro will be in attendance at Apartment/Builder/Developer Conference Exposition in Las Vegas May 23-25. Will stay at Riviera Hotel. Mai-Bukar Garba Dogon-Yaro, M. B. Dogon-Yaro (Nigeria) Co., BZ 174 Junction Rd., P.O. Box 457, Kaduna. P-77636.

1500—SAUDI ARABIA—Individual seeks joint venture partner to finance and/or design, build **office/apartment/commercial building.** Proposed structure would be on 520 sq. m. of unimproved city land near airport in Jidda/Sharafia district. Present plan is to build 5- to 7-story structure containing seven shops on ground level, underground parking area, seven large offices or two bedroom apartments on upper stories. Abdulsamie Ismail Nuraldin, P.O. Box 175, Bakhashab Bldg., 6th Floor, Suite 30, Jidda. Telephone: 22181. P-77615. OPIC.

1500—SAUDI ARABIA—Firm engaged in variety of **construction activity**—roads, buildings, water and electrical—wishes to establish relationship with American construction firms not presently established in Saudi Arabia. Relationship could be joint venture or simply sponsorship, which would permit U.S. firm to bid on Saudi Government projects. Nabiel Fareed, Mgr., Najeeb Establishment for Trading & Contracting, P.O. Box 977, Jidda; telex, 40224 Almanar SJ; cable, RESLAN; telephone, 25936. P-77652. OPIC.

1500—VENEZUELA—Seeks joint venture, technical know-how to participate in expanding demand for **water works, building construction.** Firm is engaged in general construction, sewer and pipeline construction and demolition work. Growing, experienced company; has good contacts with government institutes. Juan Martinez G., Pres., Conmixta C.A., Avenida Universidad, Edificio Centro Empresarial, Piso 14, Oficina 14-A, Caracas. Telex: 21290 VENALCA. WTDR. P-77637.

1520—EGYPT—Group seeks joint venture arrangement for **planning, designing, construction of tourist village** to be located about 70 kilometers west of Alexandria. The village will include first class hotel composed of 8 separate buildings of 68 rooms each, plus swimming pool complex, restaurant, bar, night club, playgrounds, other support facilities. Project, which is expected to cost upwards of $20 million, is sponsored by Retired Officers Association of Egyptian Air Force. Mohamed Morsi Mohamed Batt, 13 Eissa Hamdy St., Agouza Cairo; telephone, 816844. P-77616. OPIC.

1540—SAUDI ARABIA—Group of young, U.S. educated businessmen forming new **joint venture construction company** has expressed interest in including experienced, medium-sized U.S. firm in the partnership. New firm, to be based in Riyadh, will specialize in office building construction for private sector and Saudi Government. Group desires prospective partner to possess 10 years' experience in office building and have competent design department. Abdullah S. Al Dabaan, Project Coordinator, Tameen Trading & Contracting Co., P.O. Box 5241, Riyadh; telephone, 62547; cable, TAT. P-77617. OPIC.

2020—CHILE—Firm seeks licensing and/or joint venture with American dairy products manufacturers to **reproduce food concentrates or packaging of same.** Company is Chile's third largest producer of milk and dairy products. It also acts as packaging company for rice, noodles, etc. Barry Kimball, Rosa Eguiguren 813, OF. 83, Santiago. P-77653.

2023—SAUDI ARABIA—Firm seeks licensing and/or joint venture arrangement to **establish ice cream plant and retail ice cream outlets.** Company presently operates modern coffee house. Ghaleb El-Farouki, owner, Modern Enterprises Est., P.O. Box 3513, Jidda. Cable, MANJARA; phone, 20533. P-77618. OPIC.

2032, 2095—KUWAIT—Newly established firm, having 20 percent Government of Kuwait participation and ample funds at its disposal, seeks agricultural imports, joint venture agreements to set up: **turnkey cold storage plant (application for Government-owned industrial land site is in process) to be followed by canning and dehydration plant; fruit, vegetable canning and dehydration plants, vegetable and fruit producing projects** in Kuwait and other areas of Arab world. Particularly interested in capital-intensive coffee-growing project in Yemen Arab Republic. Abdulla Yacoub Al-Wazzan, Agricultural Food Products Co., P.O. Box 24090, Safat; telephone, 412834. P-77619.

2033—NIGERIA—Group seeks technical assistance for establishment of **pineapple processing plant.** Group claims ownership of various landed property valued at about $300,000 and other investments worth about $450,000. Ohanugo Enterprises, No. 23, New Market Rd., Onitsha, Anambra State. P-77620.

2037, 2086—PORTUGAL — Group offers participation in complete industrial project for production of **fruit concentrates and soft drinks, including bottling facilities.** Group formerly owned, operated large fruit concentrate plant in Angola. It has local government approval for project. Plant is expected to be located in suburbs of Lisbon. Antonio Portela, Rua da Cruz Vermelha 13-30, Lisbon 4. P-77621.

2052—GERMANY — Major manufacturer of **pretzels, snack foods** wishes to expand product line to include related and compatible snack foods; seeks licenses from U.S. bakeries, snack food manufacturers for manufacture, distribution in Germany. Company markets throughout Germany with five regional sales managers working through over 200 independent sales agents. Hans Neuberger, Vertriebsleiter, Max Hultsch, Postfach 1240, 629 Weilburg/Lahn; telephone, 06471-7991094; telex, 0484217. P-77622.

2086—PORTUGAL—Firm seeks contacts with American firms having well-known trademarks of **soft drinks** which might be interested in joint venture for local manufacturing. Firm desires U.S. technology, financial participation which may take form of machinery, equipment. Company acts as exclusive distributor for a major Portuguese beer manufacturer. Firm owns buildings that can be used to install manufacturing, bottling equipment. Manuel Cova, Arrabal de Ponte, Leiria; Telephone: 23062. P-77623.

2210—AUSTRIA — Textile manufacturer offers **complete facilities** in Innsbruck, including large open air site, modern buildings, utility plants. Further information available from Walter Resl, Asst. Trade Commissioner, Austrian Trade Delegation, 845 Third Ave., New York, N.Y. 10022; telephone, 212-421-5250. P-77624.

2253—GERMANY—Medium sized manufacturer of ladies dresses seeks cross licensing arrangement to produce **ladies' apparel.** Also interested in cooperation involving distribution of each other's product lines. Company employs 240,

markets throughout Germany, neighboring countries. Herr Windisch, Jr., Geschaeftsfueher, Wilhelm Windisch KG, Holzheimer Str. 67, 6250 Limburg/Lahn; telephone, 06431-4671; telex, 04-84829. P-77654.

2300—PORTUGAL — Medium-size firm seeks joint venture arrangement to manufacture, **export 100 percent cotton Interlock sweat-shirts, T-shirts.** Company presently markets its products in Switzerland, United Kingdom, Netherlands, Denmark. Firm desires to expand its sales in EFTA, EEC areas. Bernardo Mendes de Almeida, TEXEMUNDI—Malhas e Confeccoes, Lda., Rua Monte do Bonfim, 120, Oporto; telephone, 561495. P-77625.

2522—NIGERIA—Medium sized firm is seeking joint venture arrangement for manufacture of **simple metal chairs, tables, desks from metal tubes.** Anticipates later expansion to complex furniture. Firm is interested in machinery, technical management, equity participation. Maurice Zard, Steel Works Ltd., P.O. Box 516, Ibadan. P-77648.

2542—GERMANY — Manufacturer, exporter, distributor of shelving, display systems, related equipment seeks licensing and/or joint venture arrangement to produce **novel display, storage, shelving systems, prefabricated parts and modules for use in supermarkets, restaurants, shops, recreational centers.** Also interested in U.S. technology, design for small and medium size in-plant materials-handling, converting systems. Company exports to EEC countries, distributes its products throughout West Germany; employs 100. Rolf Herbst, Owner-Mgr., Metallwarenfabrik Konrad Herbst Inh. Rolf Herbst GmbH, Warthestr. 2, D-3570 Stadtallendorf; telephone, 06428-875; telex, 0482417; cable, HERBST STADTALLENDORF. P-77626.

2819—PERU—Seeks collaboration with U.S. firm willing to furnish capital (up to 49% of equity), technology, equipment, engineering to produce **boric acid, sodium-metaborate, other borate derivitives.** Planned production is 2,000 m. t. of these products each month. Firm was established in 1974 by two experienced Peruvian mining engineers to exploit sodium and calcium borax deposits at Laguna Salinas, 75 km. from Arequipa. Deposits are reported to contain 10 million m. t. of solidified borax (lake bed) with about 35 to 40% fine content. A financing study estimates that project would require about a $5 million U.S. investment. Carlos Zegarra Gonzales, Baroquimica S.A., Av. Jose Pardo 935, Lima 18. Cable, BOROQUIMICA-LIMA; telephone, 45-4285. WTDR. P-77655.

2823, 2869—INDIA — Seeks technology, engineering services, training from U.S. firms to produce **cellulose products.** Product line and proposed annual installed capacity are as follows: Cellulose pulp, 6,000 m. t.; nitro cellulose cotton, 900 t.; cellulose nitrate sheets, 600 t.; cellulose acetate flakes, 200 t.; cellulose acetate butyrate, 900 t.; ethyl cellulose, 150 t.; methyl cellulose, 100 t.; hydroxyethyl cellulose, 150 t. Firm is state-owned corporation which has received Indian Government approval for project. Vijay Kumar, Gen. Mgr. (Technical), State Industrial & Investment Corp. of Maharashtra Ltd., (SICOM), Nirmal, 1st Floor, Nariman Point, Bombay 400 021. WTDR. P-77656. OPIC.

2834, 2851, 2899—GERMANY—Seeks licenses to manufacture **dispersion, dispersing agents used in paper, paper coating, textile, lacquer, paint industries.** Also rust preventatives for automotive industry. Established 1913, company has staff of 15; produces above line of products. Werner Wuest, Bus. Mgr., Suedd. Emulsionswerk Wuest & Kost, Rhenaniastrasse 46, D-6800 Mannheim 24. Cable, SUEDEMA; telex, 462040; telephone, 0621/853886. WTDR. P-77638.

2841, 2842, 2844—GERMANY—Seeks licenses from U.S. firms to manufacture variety of new-to-market products including **water treatment and do-it-yourself chemicals, typical American drugstore items, flavors, pet food, other food specialities.** Will also consider joint ventures, distributorships, sales contracts, but prefers licensing arrangements. Firm is part of well known Henkel group which has 33,000 employees, annual sales over $2 billion. Company products include detergents, toiletries, cosmetics, household cleaning items, adhesives, chemicals, food specialties, packing materials. Henkel is particularly interested in specialties, new items (but not basic chemicals) that will complement its own line. Hans Zoebelein, Henkel KGaA, Henkelstr. 67, 4000 Duesseldorf-Holthausen. P-77627.

2851—UNITED KINGDOM — Seeks licenses to manufacture **water based finishes, thermosetting powder finishes for industrial finishing, new finishes for coil coating lines, new liquid finishes to lessen use of solvents in high solids; all for specialized outlets in industrial finishing field.** Established 1930, firm has 140 employees, annual sales of 2 million pounds. It manufactures products in above field, and is subsidiary of Tube Investments Ltd., one of leading industrial groups in U.K. F. C. J. Ruzicka, Mng. Dir., Drynamels Ltd., Shaftmoor Lane, Hall Green, Birmingham B28 8SS, England. P-77657.

2874—INDIA—Seeks technology on fixed fee basis for **production of phosphoric acid using rock phosphates, hydrochloric acid.** Indian Government plans to establish chlorine-caustic soda complex to support two alumina plants; projects production of 350 tons per day of chlorine which it wishes to convert into byproducts such as phosphoric acid, sodium, tripolyphosphate, fertilizers, PVC. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-77649. OPIC.

2890—PHILIPPINES—Seeks licensing or joint venture arrangement to manufacture **adhesives.** Firm produces styrofoam boards, insulation, thermo-chests, styrofoam boxes, epoxy adhesives, laminating adhesives, coal tar epoxy. John W. Spakowski, Chairman, Republic Chemical Industries, Inc., 733 Aurora Blvd., Quezon City. P-77628. OPIC.

3079—SAUDI ARABIA—Seeks American joint venture partner with know-how to establish **plastics plant** valued at $5.6 million to produce **chicken cages, soft drink bottle cases, detergent/garbage buckets, water hoses, 60-liter water containers.** U.S. partner would be expected to contribute 25% to 50% of equity. Saudi entrepreneur is owner of trading, contracting company; has received Saudi Government approval for plant. Abdullah Al-Ghufaili, owner, Al-Ghufaili Est., for Trading, Industry & Contracting, P.O. Box 185, Taif. P-77663. OPIC.

3079—SWITZERLAND—Seeks to represent, import or manufacture under license **plastic products of novelty character and of advanced technology including semi-finished and raw materials, intermediates, specialty plastic products.** Firm is manufacturer, distributor of plastic items including wires and cables, foils and tubing, packaging and construction products, netting; is interested in similar products. Established 1936, has 150 employees. Peter Breitschmid, Mng. Dir., Howag AG, In Der Guepf 3, 5610 Wohlen. P-77629.

3079—UNITED KINGDOM — Seeks licenses to manufacture any type of **reinforced plastic product** for sale in Europe. Firm produces glass reinforced plastic products for auto industry and for chemical process plants. Also sewage pumps, tanks, pressure vessels, air cargo containers, weapon carriers, outside skins for buildings. Established 1970, company has 19 employees, annual sales of 200,000 pounds. It has property in north of England eligible for U.K. Government development grants. R. P. Williams, Technical Dir., Northants Aform Ltd., Pound Lane, Thatcham, Berkshire RG13 4TQ, England. P-77658.

3271—THAILAND—Seeks joint venture to manufacture **light weight concrete blocks and beams** from sand, limestone, cement. Also interested in establishing horticulture business. Sa-ngiam Chareonngarm, Yee Tong (Thailand) Co. Ltd., 266/10 Paholyothin Rd., Phyathai, Bangkok. P-77630. OPIC.

3272—CHILE—Large cooperative retailer of **building materials** seeks technical know-how to reorganize its present operation into franchise system. It also seeks to import on exclusive basis **construction machinery, machine tools, related products.** Firm employs over 1,000, has about 50,000 members serviced through 50 out-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

lets; reports annual sales of $80 million. Principal product lines are steel structures, gypsum, cement, wire, doors, partitions. It has completed feasibility study which projects sale of its 50 outlets to local investors under franchise arrangement. Mario Caceres E., Mgmt. Asst., Sodimac Ltda., Panamericana Norte 3092, Santiago. Telex, 40454; cable, SODIMAC; telephone, 778506, Ext. 274. P-77639.

3297, 3255—NIGERIA—Consultant company has been commissioned by the Ondo State Government to conduct feasibility survey on **burnt bricks.** Firm is seeking information from appropriate U.S. investors interested in participating in joint venture with Ondo State Government. Government plans to set up factory for bricks and would like to recommend U.S. firms in feasibility study report. Proposed factory should be capable of producing equivalent of 20 million standard bricks in different sizes ranging from 4½" x 4½" x 9" to 9" x 6" x 18" with 25% hole proportion. In addition, factory should be capable of producing other bricks, e.g. brick tiles, brick pipes, decker bricks, roofing bricks. Raw materials are available locally. Nigerian company requires information on cost of machinery c.i.f. Lagos, illustrative brochures. J. A. Olagbaiye, Afirika Consultancy Service, PMB 5458, Ibadan, WTDR. P-77659.

3351—ITALY—Company, specializing in production of copper and brass strip, wire, tubing, various other structural shapes, seeks licensing arrangement to produce **copper and brass capillary tubes of type used for ballpoint pen refills, for automobile radio antennas, for refrigeration systems.** Pierluigi Camerano, Import-Export Mgr., Camerano & C., S.p.A., Via S. Paolo 62-64, 10095 Grugliasco (Torino). WTDR. P-77641.

3425, 3545—TAIWAN — Firm interested in licensing and/or joint venture to produce **highspeed steel hacksaw blades, micrometers, granite surface plates.** Company presently manufactures metal parts, precision tools for arsenals, electronic firms. It is located in Taoyuan, with plant space of 37,000 sq. ft. H. T. Wang, Gen. Mgr., Grand Electro-Mechanical Engineering Co., 7 Lane 455, Roosevelt Rd., Sec. 6, Taipei 107. P-77640. OPIC.

3433—GERMANY—Manufacturer of **sanitary installation equipment for heating, air conditioning (specializing in floor heating systems and solar energy equipment)** seeks joint venture for production of similar or related metal equipment. Company was established 1961, employs 80. Hugo Binkert, D-7892 Albbruck-Birndorf. Telephone, 7753/5051; telex, 792216. WTDR. P-77660.

3494, 3545—INDIA — Large company seeks technical collaboration for manufacture of **precision measuring equipment, machine tool accessories and attachments, cutting tools, non-ferrous forging and casting, valves and accessories.** Is presently engaged in manufacture of industrial, medical gases, welding equipment and accessories, gas plants, compressors. L. M. Pasricha, Dir., Indian Oxygen Ltd., Oxygen House, P-34, Taratalla Rd., Calutta 700053, West Bengal. P-77650. OPIC.

3500—ITALY — Medium sized manufacturer of paper mill machinery seeks to diversify operations. Is interested in licenses to produce **metalworking, woodworking, textile, plastics, mineral granulating machinery.** No financing is sought from U.S. licensors. Italian firm is prepared to install new equipment, anticipates no problem in obtaining raw materials. Company has plant covering about 50,000 sq. m., employs 450, reports annual sales of over $23 million. Exports to EEC, Africa, Asia. Ing E. Robbi, Mng. Dir., Over Meccanica S.p.A., Via Torricelli 25, Verona. Telephone, 045-508744; telex, 48220 OVERMECC. WTDR. P-77642. Copies of firm's brochures available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3531—AUSTRIA—Seeks licenses to produce **hoists, cranes, maintenance platform lifts, truck mounted telescopic maintenance platforms for bridge inspection, roller conveyors and conveyor systems for loading, unloading trucks.** Firm manufactures conveying, building equipment. Exports to Eastern Europe, Middle East countries. Mag. Karl Oehlschleger, Karl Oehlschleger Baumaschinen u. Foerdergeraete, Schinnaglgasse 8, A-1160 Vienna. U.S. firms responding to this opportunity are requested to send copy of their initial correspondence to U.S. Embassy, 1X Boltzmanngasse 16, A-1091, Vienna. P-77643.

3531—GERMANY—Seeks joint ventures to produce under license, assemble, market in Western Europe capital equipment. Product interests include **materials handling equipment such as fork lifts; light industrial machinery (excluding electrical and electronic); pumps valves, compressors and bearings.** Firm also offers to undertake product research for new-to-market U.S. firms in above commodity areas. Company was established in 1906, as manufacturer of varnishes, paints, industrial chemicals, fine ceramics, special glassware. It recently reorganized its production to eliminate paints and varnishes and add new lines. Plant site covers total area of about 8,500 sq. ft. Facilities can be readily expanded. Karl-Heinz Lungershausen, Mgr., Kalkow & Schoen GmbH, Postfach 2003, Borsigstr. D-6057. Dietzenbach-Steinberg; telephone, 06074-2061; telex, 4191564. P-77644.

3540—GERMANY—A leading manufacturer of **grinding machines,** including fully automatic grinding lines for gearbox main shafts, seeks joint venture. German firm is interested in agency and/or licensing agreements to market machine tools in Eastern and Western Europe. Has well organized distribution network. Is also prepared to adapt U.S. machines to European standards, provide maintenance services, carry spare parts. Seeks American partner to participate in similar arrangement for this country. Already exporting to U.S., needs electric, hydraulic parts adapted to American standards. Established 1906, firm employs 800, operates two plants. Customers include international automotive industry. Commercial Section, U.S. Con. Gen., Urbanstr. D-7000 Stuttgart 1. P-77632.

3542—UNITED KINGDOM — Seeks licenses to manufacture **power press automation or steel processing equipment.** Would market in U.K., other countries. Established 1910, employs 128. Is affiliated with Ductile Steel Group. N. Williams, Mng. Dir., Ductile Engineering Ltd., Bentley Works, John Harper St., Willenhall, Staffs WV13 1RQ, England. P-77645.

3544—UNITED KINGDOM — Wholly owned subsidiary of well known James Wilkes Group of companies seeks licensing arrangement to produce items compatible with its present output which include **special purpose machines, magnetic cylinders and bases for printing industry, jigs and fixtures.** Firm employs 800, reports annual sales of $12 million. T. Blearley, Sales Mgr., Multimatic Engineering Ltd., Oxford St., Bilston, West Midlands WV14 7DW, England. P-77633.

3546—TAIWAN — Firm seeks licensing arrangement to manufacture **power driven tools, such as drills, saws, grinders.** Company manufactures die castings for producing motorcycle, electrical appliance parts. Horner Chang, Pres., China Precision Diecasting Inc., 22 Kwang Fu Rd., Sec. 2, San Chung City, Taipei Hsien 241; cable, DIECASTCO; telephone, 9815460, 3311848. P-77651. OPIC.

3564—AUSTRIA—Seeks licenses to manufacture **electrostatic precipitation equipment for air purification in homes, offices hospitals.** Company is also interested in importing semi-finished products for completion in Austria. Firm makes plastic products, air conditioning equipment, electromechanical devices. Marketing areas are Austria, Western Europe, Near East. Anton Kornfeld, Rotary Electronic GmbH., Sportplatzgasse 5, A-2525 Guenseldorf. P-77646. U.S. firms responding

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

to this opportunity are requested to send copy of their initial correspondence to U.S. Embassy, 1X Boltzmanngasse 16, A-1091, Vienna.

3639—GERMANY — Seeks joint venture, license, technology, distribution rights for **household compactors, disposal equipment for crushing glass, other waste.** German firm produces various types of custom tailored metal fabricated equipment, including steel furniture, restaurant and hospital supplies. Has staff of 20. Firm's production capability is adaptable to novel product ideas, design. Rudolf Weiner, owner, Rudolf Weiner Metallbau, Raiffeisen Str. 6, D-6360 Friedberg/Hessen; telephone, 06031-5437. P-77647.

3662, 3811—FRANCE — Seeks licensing agreement for manufacture of **aircraft equipment and instruments such as solenoid valves, pressure switches, rotary or linear actuator, d.c. motors, accelerometers, servovalves, quick disconnect couplings.** Firm is manufacturer, importer, exporter of electro-mechanical equipment, aircraft components. Established 1949. Mr. Caen, Gen. Mgr., Industria SA, 28 ave. Clara, 94420 Le Plessis Trevise; telex, 630 906; telephone, 933 53 78. P-77634.

3811—GERMANY — Seeks collaboration with U.S. company for production, distribution of **measuring and controlling instruments, apparatus, equipment.** Firm desires technical assistance, semi-finished and finished products for distribution in Western and Eastern Europe. Following are main product lines in which company is producing, distributing to end-users in connection with natural gas: gas pressure control, program control, auxiliary control equipment, apparatus, instruments, devices; overflow, return flow control equipment; valves (shut off, safety, blow-off); base volume integrators, mechanical and electronic types; meters for gas, turbine (rotary piston, bellow types); gas filtration, preheating, odorization, humidification apparatus; gas density metering equipment; gas pressure control, metering, remote control stations for installation indoors, outdoors; gas mixing plants.

Established 1970 as manufacturer, distributor of measuring and control equipment, and as engineering, contracting servicing organization. Employs 250. Firm is engaged in erection of USSR Orenburg pipe line as subcontractor. Franz Richter, Oberingenieur, Sales Mgr., Petry Gas Regeltechnik GmbH, Postfach 440-480, D-6308 Butzbach; telephone, 06033-6111 15; telex, 410235. P-77661.

3841, 3842, 3843 — GERMANY — Seeks joint venture for production of **metal fabricated products, e.g.,** unsophisticated, **therapeutic hospital, dental, orthopedic, sanitary equipment,** suitable for mass production. Firm desires innovative technology, know-how, production, assembly, distribution rights. Established 1948 for manufacture of various types of custom tailored metal fabricated equipment, including steel furniture, restaurant and hospital supplies. Sells its products in West Germany and Western Europe. Company's production capability is flexible, adaptable to novel product ideas, designs, stylings. Rudolf Weiner, owner, Rudolf Weiner Metallbau, Raiffeisen Str. 6, D-6360 Friedberg/Hessen; telephone, 06031-5437. P-77662.

5141 — JAPAN — Firm seeks technical agreement with company that can provide **know-how on rack jobber marketing system** used in supermarkets in United States. Firm is presently engaged in cleaning plastic shopping baskets used in Japanese supermarkets. It has extensive contracts with supermarkets in Japan, servicing over 100 in Western Japan. Kyosuke Yukimura, Mng. Dir., Morishita Kosan K.K., 539-4, Konoki, Kaminofu, Shingu-cho, Kasuya-gun, Fukuoka Prefecture, 811-01. P-77635.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a joint venture, licensing, franchising, or representation agreement, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Joint Venture

DENMARK — Patented incineration plants for municipal waste, sewage sludge, waste oil. Company offers license and possible joint venture with its technology (know-how in construction, drawings, technical assistance). Per W. Barkhuus, Consulting Engineers, Eivinds vej 48, 2920 Copenhagen. File 3389.

FRANCE—Ovens, heaters, small, gas and electric for campers, trailers, pleasure boats. Michel Haineaux, Pres.-Dir. Gen., Compagnie Generale D'Equipment Menager, 88 rue de Bellune, 79009 Niort. File 3390.

FRANCE—Sailboats. Company manufactures 24- to 35-ft. sailboats, exports about 100 annually to U.S. Now considering possibility of manufacturing smaller ones in U.S. in association with U.S. boat manufacturer. Bernard Minvielle, Export Mgr., Michel Dufour S.A., Z. I. Perigny, 17001 La Rochelle. File 3391.

GERMANY—Oil skimmer boat for environmental control. Operates on lakes, rivers, or can be carried on large oil tankers for use in skimming. Claims superiority to other skimmers on market. Wolfgang B. Sammel, GERAMCO AG, International Projects, Peter-Roos-Str. 9, 4000 Duesseldorf-Oberkassel. File 3392.

GERMANY—Beer mugs. Company will export mugs to U.S. for finishing with pewter lids and distribution by U.S. partner. Dieter Breithausen, Asst. to Mgr., Gerz GmbH, 5411 Sessenbach/Ww. File 3393.

GERMANY—Dairy technology. Know-how, technology to add natural fruit to milk products such as yogurt, other dairy products. Reportedly this technology is not available in U.S. Walter Schuldt, Schwartauer Werke & Co. in Meldorf, Schleswig-Holstein, Marschstr. 5. File 3394.

Licensing

CANADA—Fuel pressure regulator for automobiles. Patent for this gasoline-saving device held by firm Alberto Malpassi, Seregno, Italy; has been installed in Alfa Romeos, Lancias, Maseratis. Canadian group holds Canadian and U.S. manufacturing, marketing rights but wants to license U.S. firm to manufacture, market in U.S. R. H. Scrivener, c/o Polar Gas Project, P.O. Box 90, Commerce Court West, Toronto M5L 1H3. File 3395.

DENMARK — Install-it-yourself module sauna in 4 to 6 hours, for public or private use. Company wants to sell licensing rights. A/S Era Traekonstruktion, Export Dept., Poppelgaardvej 6-8, DK-2860 Soeborg. File 3396.

DENMARK — Aircraft towing system, high speed, using special guidance system similar to artillery guidance system. Pilot controls towing operation. Large fuel savings possible. Bruun & Birkeholm, Aviation Equipment Consultants, Kagsavej 59, DK-2730, Herlev. File 3397.

FRANCE — Peripheral computer equipment called "Optimateur" (Optimizer) that speeds up processing time because its internal logic does not use sequential method of computers but a more productive multiparallel procedure. Designed for firms having to rapidly solve combined scheduling problems (small scale production, traffic, stocking, inventory control). U.S. Patent No. 3,974,481, Aug. 10. 1976. Lucien Vuchot, Pres., CYBCO, 34 bis rue Vignon, 75009 Paris. File 3398.

GERMANY—Ion exchanger counter current fluidized bed system. Used for fresh and waste water demineralization. Company is large manufacturer of water treatment equipment. K. H. Klein, Mgr., Wasseraufbereitung GmbH & Co., P.O. Box 1230, D-6800 Mannheim 1. File 3399.

GERMANY—Plastic bag closing devices for household use. Company makes molds available to appropriate U.S. manufacturers under terms to be negotiated. Gulu Keller, Product Mgr., Niedecker GmbH, Westerbachstrasse 45, D-6000, Frankfurt/Main-Roedelheim, who will be in U.S.: Los Angeles, July 1-5; Chicago, July 10-15; New York City, July 18-21. File 3400.

GERMANY—Specialty plastic products such a filters, gas piping for industrial use; perforated sprinkler hoses, other garden accessories: plastic food packaging materials. Rolf Coers, Mgr., Netlon GmbH, Postfach 320840, 4000 Duesseldorf 30. File 3401.

GERMANY—Ladies' apparel, especially medium and higher-priced dresses. Wants cross-licensing arrangement. Mr. Windisch, Windisch KG, Holzheimer Str. 67, 6250 Limburg/Lahn. File 3402.

GERMANY — Electric household appliances, including line of refrigerators, freezers, ovens, dishwashers, clothes washers, dryers, kitchen tables, counters, chairs, and other kitchen equipment. One of largest German manufacturers in its field. Besides interest in granting licenses for U.S. production of its products, company wants to exchange know-how with American companies and handle distribution of U.S. products in its worldwide sales network. G. Bauknecht GmbH, Elektrotechnische Fabriken, Heidenklinge 22, Postfach 983, D-7000 Stuttgart 1. File 3403.

GERMANY—Measuring, control instruments for natural gas and non-aggressive gaseous media. Interested in cross-licensing in gas pressure controls, overflow and return flow controls, valves, base volume integrators. Franz Richter, Oberingenieur, Petry Gas Regeltechnik GmbH, Postfach 440-480, D-6308 Butzbach. File 3404.

GERMANY — Silicon carbide filaments with very high tensile strength, resistance to thermal and chemical degradation. Well suited as reinforcing agent in

variety of high performance composite materials employing both metal and resin matrices. Dr. Strahtmann, Mgr., Forschungsinstitut Berghof GmbH, P.O. Box 1523, D-7400 Tuebingen 1. File 3405.

GERMANY — Materials handling equipment, including bag emptying machinery, bag compacting/disposal unit; apportioning dosage machinery for storage vessels; mixing/blending equipment. Gustav Gruen, Mgr. Dir., Luco-Technic GmbH, D-6474 Ortenberg 2 Lissberg. File 3406.

SWEDEN—Water and sewage treatment, composting system for use in home. Polypur Forsaljnings AB, Vegagatan 5, S-172 34 Sundbyberg. File 3407.

SWITZERLAND — Fiberboard boxes, rigid, with properties similar to plywood. Edges are of extruded PVC strips. Used for shipments, warehousing, filing. Won award from European Packaging Federation. H. Raith, Altuna Box AG, Ibelweg 18, 6300 Zug 2. File 3408.

UNITED KINGDOM — Metering device for free-flowing powder, automatic; originally developed to meter pigments for plastics and is part of complete automatic color proportioning machine. Particular interest to manufacturers of plastics ancillary machinery. Covered by U.S. Patent No. 3,979,026. Roger H. Lee, Mng. Dir., Colormax Ltd., Haldane, Halesfield 5, Telford Salop TF7 4EW. File 3409.

UNITED KINGDOM—"Topp-Flow" regulator for automobiles, to reduce pollution, act as fuel economizer. Tests of this device by Motor Industries Research Association in June 1976 on Vauxhall Viva resulted in 54% reduction in Co_2 at idle, and fuel savings of 4%. J. A. Hartopp, Mng. Dir., Hartopp & Lewis Ltd., 15 Lindsay Rd., Fowley Fields, Leicester LE3 2EJ. File 3410.

Franchise

FRANCE—Yogurt, Yoplait brand. Company works on franchise agreement basis, including fees for package deal, royalties on net sales. Y. Grot, Dir., International Division, SODIMA, 170 bis, Blvd. du Montparnasse, 75014 Paris. File 3411.

Representation

WEST INDIES — Timers, coin-operated, electrical, for use on air conditioning units, other allied products. Parent company is based in U.K. Company claims that 6 million of the timers are in use in Europe, and markets are being sought in U.S., Canada. A. Waters. Gen. Mgr., Coinmechs (Barbados) Ltd., Newton Industrial Park, Christ Church, Barbados. File 3412.

German Firm Seeks Sound Control Systems

A German firm having excellent sales ability throughout Germany is seeking to purchase, on a direct sale basis and also representation, sound control systems (noise reduction systems) for industrial machinery. The firm seeks to expand its sales program with new-to-German-market products. Financial ref: Trinkhaus & Burkhardt, 4000 Duesseldorf. Interested firms should contact—Herr H. Dittrich-Duesterwald, Alfametall-Vertrieb Industrieller Metallerzeugnisse, Humboldtstrasse 86, 4000 Duesseldorf. Tel: (0211) 674037; telex 8586594.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Ferroalloy ores

1061—UNITED KINGDOM—Wollastonite in gradings 100 mesh or 200 mesh, 0.5 maximum moisture content, in 20 ton lots bagged in pallets. Material believed to be produced in Willsboro area of New York state. Subject company is manufacturer and exporter of refractory products and metallurgical products for steelworks. Established 1928, has 180 employees, 20 salesmen and annual sales volume of 4,500,000 pounds. Has branch production units in Chesterfield, Peterborough, & Rowsley. Reply to— G. R. Wilson, Purchasing Dept., K.S.R. Intl., Ltd., Sandiron House, Beauchief. Sheffield S7 2RA. Tel: 0742-369011; Telex: 54496; Cable: MANGALLOY, SHEFFIELD.

Public building, related furniture

● **2531000—PERU** — Ing. Edwin Cox Chenau, Dir., Ministerio de Education, Projecto Peru-Birf, Piso 21, Parque Universitario, Lima 1, has issued tender number 02-76-ED for supply of school furniture. Bid deadline June 20. Copy of specifications available from above address for sols 2,000 (approximately U.S. $26.32).

Converted paper, paperboard products

● **2640000—ZAMBIA** — Government invites bids for supply of various sizes and quantities (toaling 225 tons) of typing paper. Bid deadline July 1. Prices must be quoted in Zambian currency, per ream, delivered to Government Stores: Lusaka, Ndola and Livingstone. Sample of each item offered must be submitted, shipping charges paid, to Director of Supplies, P.O. Box 476, Lusaka. Tender documents containing complete specifications available from U.S. Department of Commerce, Construction and Forest Products Division, Room 2120, Washington, D.C. 20230; 202-377-3530.

Drugs

2833000—ZAIRE—U.S. A.I.D. mission desires to receive descriptive literature from interested U.S. suppliers of bulk pharmaceuticals. All inquiries and information should be directed to Supply Management Officer, USAID, APO New York 09662.

Agricultural chemicals

● **2879000—ZAMBIA** — Supply of pesticides to meet annual requirements as follows: disinfectants in 1, 5, and 45 gallon containers; insecticides in aerosol cans and 1 gallon cans of liquid and liquid concentrate formulations; DDT powder at 10 percent and 50 percent concentration in 500 g. (1 lb.) and 1 kg. (2.21 lb.) packets. Wood preservative and "Carbolineum" in 1-gallon containers. Tender Number MF/GS/462. Bid deadline, July 1. Secretary, Republic of Zambia Central Supply and Tender Board, P.O. Box 1009, Lusaka. Details of quantities and instruction to tenderers available from U.S. Department of Commerce, BDC/OBRA, Room 2106, Washington, D.C. 20230; 202-377-3420.

Glass, glassware

3229100 — DOMINICAN REPUBLIC—Glassware & giftware, all types. Organized 1963, with original paid in capital of $4,000 since increased to $259,000, to engage in interior decorating business. Employs 60, has annual sales volume $2,000,000. Correspondence in Spanish. Contact Manuel Lorenzo Costa, Pres., Lorenzo & Rodriguez, C. Por A., Apartado 1575, Santo Domingo. Cable LOYROD; Tel. 566-4181.

Steel mill products

● **3310000—PAKISTAN**—7,840 mt of 100-

lb. rails and 600,000 elastic rail clips. Tender No. PR-I-76-TR-9; bid deadline June 20. Ministry of Railways, Government of Pakistan, Pakistan Railway Headquarters, Empress Rd., Lahore. Tender documents available from above address at $7.50 per set.

3315998, 3559589 — SOUTH AFRICA—Fish hook manufacturing machinery; storage battery repair equipment. Bankers-Trust Bank, Rustenburg. Estab. 1961. Operates in border industrial area of what is known as growth point by South African Govt. Contiguous to Bathupatswana homeland & is providing equipment & expertise to small industries, incl. South African black industries, which are already marketing products. One end-user, according to inquiring partner, has order for rand 300,000 worth of fish hooks. Rand 1.00 equals US $1.15. Write airmail—J. H. Smit—Partner, Jac H. Smit & Albertse, Sanlam Building, Boom St., Rustenburg 0300. Tel. 01421-22317.

Nonferrous metals

• **3350000—COLOMBIA**—Supply of tripolar cable 3 x 350 mcm, copper, polyethylene insulated 15 KV. Tender No. G-42; bid deadline June 28. Empresa Miguel de Aguinaga-Piso 6, Calle 53, No. 52-16, Medellin. Tender documents available from above address at 200 pesos ($1 equals 37 pesos).

• **3350000—UNITED ARAB EMIRATES**—Supply of 33 KV XLP cable and accessories. Tender No. WED-TI/PD/11-15/77; bid deadline July 5. Water and Electricity Department, P.O. Box 219, Abu Dhabi. Tender documents available from General Projects Committee, P.O. Box 12, Abu Dhabi, at DHS 1,000, non-refundable.

Construction, mining, materials handling machinery, equipment

3530000 — BAHRAIN — Abdulrehman Jamsheer, Gen. Mgr., The Bahrain National Imports/Exports Co., P.O. Box 1080, Al-Moayyed Bldg., Alkhalifa Rd., Manama, requests bids on cement handling system and equipment. No estimate possible. Firm, backed and 10 percent-owned by government, seeking system with equipment for its acute problem of cement handling. System is for quick off-loading of cement bags from carrying vessels, transporting to nearby storing area, stacking and reloading on trucks. As integral part of operation, compact and mobile unit of 4 to 6-ton capacity needed to collect cement spillage in vessel holds as well as off-loading and storage areas and pumping into silo of 200 to 300-ton capacity, to be repacked later by small packing plant of 600-800 bags per working shift.

Office, computing, acct. machines

• **3573000, 3661000, 3362000, 7392—EL SALVADOR** — Departmento Administrativo, Ministerio de Planificacion, Costodo Norte Case Presidencial, Final Avenida Los Diplomaticos, San Salvador, invites firms to bid for supply, installation and testing following traffic control equipment: Traffic lights, accessories and parts; other equipment for 260 traffic intersections; master controls, accessories and parts for traffic control; central traffic computer control; wiring for traffic control communication systems; support for traffic control communication system; training and technical assistance for personnel responsible for operation and maintenance of traffic control system. Estimated overall value U.S. $1.6 million. Financed by Government of El Salvador. Bid documents available for Colones 500 (US$200) at address above. Bid deadline June 20.

Electric lighting, wiring equipment

• **3644000, 3661000, 3662000, 3764000, 3675000, 3691000, 3711000—PORTUGAL**—Electricidade do Portugal (EDP) Direccao Operacional de Distribuicao Tejo, Rua Camilo Castelo, Branco 43, Lisbon, has issued bid invitation to suppliers of line carrier systems, SSB; radio links base and repeater stations; mobile radio systems; antennas; photoelectric cells; coupling capacitors for PLC; line traps; alkaline batteries; and vehicles for electrical network maintenance. Letters stating interest and specifying items on which they expect to bid, should be sent to above address. Catalogs or other technical information may be included. Purchases will be financed with U.S. $36 million World Bank loan. Letter of interest should reference Co. Ref. 7349-24/4/77.

Communications equipment

• **3662000—COSTA RICA**—Hugo Castro, Jefe Proceeduria, Ice Instituio, Costarricense De Electricidad, Aptdo 10032, San Jose, Phone 32 2929, has issued licitacion publica No. 3332 for supply of pulse code modulation equipment and parts for use in new telecommunication project by Costa Rica Electricity Institute. Bid deadline June 28. Copy of specifications available from above address for 200 colones (US $23.25).

• **3662000—CYPRUS** — Telecommunications Authority, George Papaioannou, Chief Engineer, P.O. Box 4929, Nicosia, has issued tender number At 8/77 for supply of air traffic controller's consoles, desks and ancillary equipment. Bid deadline June 17. Copy of specifications and tender documents available from above address for 6 Cyprus pounds (US $14.55) per set of two.

• **3662000—GREECE**—Ministry of Commerce, State Purchases Directorate 4, 20 Kanningos St., Athens has issued following tenders: 382/1977 for supply of seven base transceivers with remote control for use by fire brigade, bid deadline June 17; 367/1977 for four base transceivers with remote control for use by Greek Gendarmerie, deadline June 15; 381/1977 for 80 automotive transceivers for use by fire brigade, deadline June 16; 369/1977 for two portable telecopying (photo-transmission) apparatus for use by Greek Gendarmerie, deadline June 17; and 370/1977 for 35 automotive transceivers, deadline June 17. Copies of specifications available free from above address.

• **3662000 — IRELAND** — Engineer-in-Chief, Department of Posts and Telegraphs, Contracts Section, Marlborough St., Dublin 1, has issued tender number 610/8/29 for supply, installation and commissioning of combined local, transit, and international telex exchanges. Bid deadline Aug. 29. Copy of specifications available from above address.

Electronic components, accessories

3679039—ITALY—Electronic parts, specialized electronic hardware (particularly microprocessor units). Prof. Marletta Nicolo is former dean of Nautical Institute of Palermo, now retired. From 1937 he has been registered with Palermo Chamber of Commerce as shipbroker & also acts as agent for electronic & traditional nautical instrumentation for several Italian & foreign firms. Recently expressed interest in representing American manufacturers of microprocessor units in Italy and Europe. Local banking sources report Prof. Marletta capable and experienced. Has good financial means & meets commitments punctually. Recommended as business contact to U.S. exporters. Reply to—Dott. Marletta Capt. Nicolo, Via G. Giusti 3, 90144 Palermo. Tel. 298994; Telex 91040 P.P.Pa.

Instruments for measurement, analysis and control

• **3822000—INDIA** — S. Vijayaraghavan, Mgr., (Engineering) Projects, The Food Corporation of India (FCI), Greater Kailash I, New Delhi 110048, has issued tender number ED(p)GSP/222/ENGG/77/11609 for supply of five sets of grain temperature measuring and recording instruments, for use in silos of 20,000 tons capacity. Bid deadline June 29. Copy of specifications available from above address by sending demand draft of Rsi200 (approx. US $22) in favor of FCI.

3824376 — NETHERLANDS — Taximeters. Establ. 1928, staff 47, auth. capital FLS. 400,000, paid in 206,000, annual sales FLS. 3,050,000. Represents Shelter Globe Intl. Corp., 55 N. Garfield St., Norwalk, Ohio 44857, for Superior Ambulances. Recommend transactions on secured basis. Reply to—D.M.T. De Grooth, Mgr., De Grooth Bv, Stationsstraat 1, P.O. Box 54, 9670 AB Winschoten, Telex: 53713; Phone 05970/4000. Direct sale & repr.

Surgical, med., dental instruments

3842000—KUWAIT — One of Kuwait's

TOP Bulletin

A recently established activity of the Commerce Department Trade Opportunities Program, the "TOP Bulletin —An Advisory Service," is designed to assist U.S. exporters and export service organizations.

The Bulletin provides a weekly compilation and index of all trade opportunities processed in the Commerce program. It is offered on an annual subscription basis, at a fee of $100 per year, through the Commerce District Offices.

The Bulletin supplements, rather than replaces, the TOP Notice Service, under which subscribers receive trade opportunities in the specific industrial, commodity or service field of direct interest to them. It is aimed at manufacturers with a wide range of goods or services that desire a consolidated export trade lead source; at export management firms that handle a large variety of products or services; at banks, port authorities, chambers of commerce and other trade development agencies interested in international business information; and at export service organizations, such as shippers, freight forwarders, and engineering and consulting firms.

The trade opportunities generated by Commercial Officers at U.S. Embassies and Consulates around the world thus reach U.S. enterprises in four ways; through the TOP Notice Service, in the pages of *Commerce America* and *Commerce Business Daily*, and in the TOP Bulletin.

major medical facilities, Hadi Hospital, is currently planning and purchasing equipment for intensive care unit. Immediate needs are large capacity respirators and urometers. Interested firms should contact: Katherine George, c/o Hadi Hospital, P.O. Box 5102 Safat. Please send copies of correspondence to: Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Photographic equipment, supplies

• **3861000—INDIA**—C. S. Iyr, Senior Purchase Officer, Bharat Pumpsand Compressors, Ltd., Naini, Allahabad 211010, has issued tender number 461-1529057 for supply of complete microfilming unit. Bid deadline June 30. Copy of specifications available from above address for Rs. 75 (approx. US $8).

Scrap & waste materials

5093—SWITZERLAND — Plastic scrap. Only interested in butyrate scrap & optical acetate scrap resulting from mfg. eyeglass frames. Screwdrivers & combs. Requests prices f.o.b. for container loads of approx. 50,000 lbs. Payment by L/C. Destination: Italy. Business recommended. Reply to—A. Larghi, Mgr., Plastikrohstoffe Anstalt, P.O. Box 37, Ch-6830 Chiasso. Tel. 091/44 83 91.

Special product groups

9950—BOLIVIA — Baby items, different types. Reply to Hugo Estrada Salmon, Casilla 858, La Paz.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Yarn, thread mills, products

2282413/9 — SWEDEN — Nylon flock yarns, nm 2.0 & nm 2.8, raw white & dyed, particularly for upholstery fabrics, but also for draperies & related & knit apparel. Dahl states practically every Swedish upholstery fabric weaver is looking for supplies of this yarn, which cannot be offered in sufficient quantities by European suppliers. Small business, but highly specialized with good contacts. Reliable local credit source reports payments always met promptly & recommends business relations. Reply to—Lennart Dahl, Mng. Dir., Lennart Dahl AB, Langasliden 27, S-412 70 Goteborg. Telex WEWI TEKAGOT FOR LENNART DAHL; Tel. 031/40 88 22.

2283218—ITALY—Kid mohair wool from Texas, kid & super kid types, max. width 25 micron. Est. annual potential sales value $500,000. Estab. 1973, employs 6, commercial firm distributing wide range of products, principally chemicals. Has sales network of 2 representatives & 2 salesmen. Share capital 50 million lire & annual business vol. reportedly 1.5 billion lire. Imports from all over world & sells in Italy & EEC countries. Reported to carry out moderate amount of work & to have regular business activity. Reply to—Luciano Vailati, S.L.V. Euro Technica, Intl. Trade, Via E. Tazzoli 5, 20154 Milano. Cable COLIVIAN-MILAN; Telex 26111; Phone 02/6595275.

Wood, metal products

2499498, 2499582—GERMANY—Gift articles of all kinds, leather, glassware, wood, cork, plastic. Offers from mfrs. only. Newly estab. co. Warehousing facilities can be obtained. Financial ref.: Merck, Fink & Co., Steinstr. 4, Duesseldorf. Reply by fastest means to—Mrs. Jo Ann B. Klein, J. B. Klein, AM Birkenkamp 11, 4030 Ratingen 4; Tel. 02102/19015.

Household furniture

2511000, 3269000, 2752695, 3645700—SWEDEN—Infant's & children's wood furniture; wood living room furniture; wood dining room furniture; wood bedroom furniture; residential lamps; art, decorative and novelty pottery ware; art reproductions and picture prints. Intends to make/purchases totaling $500,000. Furniture should be of knock-down type. Established 1973, has share capital of skr 750,000. 1975 turnover was skr 4 million. Owned by Adamant S/A, Geneva. According to local credit sources, company is financially sound and has met payments promptly. Capable and respected management. Recommended trade contact. Agency for Scandinavia. Reply to—Knut Bonde, Purchasing Mgr., Adamant Svenska AB, Birger Jarlsgatan 110, S-114 20 Stockholm. Telex: 13151; tel. 08/16 02 40.

Agricultural chemicals

2879283/4—FINLAND—2, 4, 5 dichlorophenoxyacetic acid & derivatives. Reputable import agency with over 15 years trading experience in herbicidal preparations. Seeks exclusive agency arrangement for above and interested in having descriptive material, incl. tentative price quotations. Represents Chemdye Inc., Dr. Bernhard Schmidt, 331 Madison Ave., New York, N.Y., and ICC Industrial Chemical Corp., New York, N.Y., through Copenhagen office, attention Teodor Snijders. Requests replies from mfrs. only. Reply by airmail to— Lars Aminoff, Mng. Dir., Oy Esope AB, P1 233, SF-00131, Helsinki. Telex 121319; Tel 90/661464.

Fabricated rubber products

3069858 — AUSTRALIA — Rubberized clothing. Small distributor to boating industry. Employs 7. Working capital $46,800 & annual sales volume $202,800. Presently imports from France, Italy & Germany. Distributors throughout Australia only. Reply to—George Della Grazia, Mng. Dir., Yacht Line, 465 Balcombe Rd., Beaumauris, Vic. 3193. Cable YACHTLINE MELBOURNE; Tel. 03-99-4746.

Plastic products

3079083 — NETHERLANDS — Picnic chests, cooler jugs & ice buckets. Excl. agency and/or distr. Estab. 1923, staff 63, auth. capital fls. 2,000,000, paid in fls. 500,000. Annual sales fls. 25,000,000. Firm is one of 10 subsidiaries of parent company Masalco BV, 2 Vredeveldseweg, Assen. Moderate open account trading warranted. Reply to D. A. Ordelman, Mgr., Geertjes BV, Industrieweg 22, P.O. Box 39, Assen, Netherlands. Telex 53267; phone 05920-20222.

Glass, glassware

3229237, 3999511—AUSTRIA — Lampshades; lighting glassware. Medium-sized mfr. & distr. of misc. molded plastic products & electric lighting equip. Interested in agencies, for lighting fixtures & in importing semi-finished products for finishing in own factory. Documented offers with c.i.f. quotations requested. Reply to—Josef Loerner, Mgr., Ing. Josef Loerner OHG, Gumpendorferstrasse 93, A-1061 Vienna. Cable LOERNERLEUCHTEN VIENNA; tel 222/561449.

Pottery, related products

3262014—CANADA—Kitchenware (vitreous china tableware). A-J Associates markets across Canada through 10 associates. Principals of firm have 25 years experience in varied fields throughout Canadian market. Employs 10 sales agents, selling to large grocery chains such as Kelly Douglas, Safeway & to sporting goods stores, etc. Annual vol. of sales $500,000. Reply to—William Jiry, Pres., A-J Associates, STE 14—1101 Nicola St., Vancouver, B.C. V6G 2E3; Tel. 604-684-6002.

Screw machine products

3452000, 3425000—SWEDEN — Metal screws (for fastening to gypsum plates, etc.); fastening machinery for screws; blind rivets; fastening devices for rivets; woodworking circular saws & blades (hard metal); metalworking circular saws. Intends purchase approx. $125,000 above products. Small co., estab. 1973, share capital skr 50,000. Sales turnover skr 1.2 million. Sales area: Sweden, Denmark, Norway. According to local credit sources, is financially sound & has met payments promptly. Johansson planning trip to U.S. end of May-beginning of June. Reply to—Henry Johansson, Mng. Dir., H & A Johansson AB, Hak's Produkte, Halsingegatan 14B, S-821 00 Bollnas. Tel 0278/153 75.

Fabricated metal products

3497132, 3497220 — GERMANY — Converted unmounted aluminum foil packaging products: plain printed or coated (not laminated to other materials); household, institutional & freezer foil; polarization foil for testing electronic components. Major W. Berlin distr. seeks imports of above in substantial quantities for wholesale trade in W. Berlin & resale to E. Europe. Metric measurements desired. Quote c.i.f. German port, if possible. Reply to—Herr Kuchejda, Firma Schmidt & Hoensch, Naumannstrasse 33, D-1000 Berlin 62. Tel (030)-784-60-31.

Construction, mining, materials handling machinery, equipment

3535100—SWEDEN—Pneumatic internal conveying systems for industry. Newly established small company, subsidiary of Am-Cani Maskin AB, established 1946. Am-Cani Maskin AB, which imports and markets agricultural equipment in Sweden, described by local bank as reputable and financially sound. Am-Industrimakin AB markets industrial equipment, specializing in large vacuum loading equipment. Through its parent, has sufficient financial means. Recommended trade contact. Reply to Peter Andersson, Mng. Dir., Am-Industrimakin AB, Box 3004, S-183 03 Taby. Tel 08/756 32 90.

Special industrial machinery

3553200, 3541800—SWEDEN — Woodworking machinery for home workshops; machine tools for home workshops. Intends a purchase totaling $550,000. Estab. 1973, share capital skr 750,000. 1975 turnover skr 4 million. Owned by Ada-

mant S/A, Geneva, Switz. According to local credit sources, co. financially sound & has met payments promptly. Capable & respected management. Recommended trade contact. Reply to—Knut Bonde, Purchasing Mgr., Adamant Svenska AB, Birger Jarlsgatan 110, S-114 20 Stockholm. Telex 13151; tel. 08/16 02 40.

3555218—BOLIVIA—Printing machinery. Reply to—Rebco S.R.L., Casilla 3628, La Paz.

3559589—FRANCE—Machinery for production of pharmaceuticals. Medium-size firm manufacturing metallurgical products & machine tool accessories. 1976 sales, 20 million francs. Staff—160. Marketing network covers France. Management wants to diversify & open new department to market above. Financial reference—Credit Lyonnais. Reply to—M. Pierre Rougier, Pres., Sermeto, BP 35, 03300 Cusset. Phone 98-32-98; Telex 990 405. Ref. Michelin.

3559589—GERMANY — Machinery for mfg. lighting equip. (glass bulbs & tubes). Major W. Berlin distrib. seeks import of above in substantial quantities for wholesale trade in W. Berlin & for resale in E. Europe. Electrical specs. must meet European standards of 220 volts & 50 hertz. Metric measurement also desired. Quote c.i.f. German port if possible. Telex or reply to—Herr Lilja, Light-Technic Special, Neue Strasse 9A, D-1000 Berlin 37. Tel (030) 801-82-81.

3559589—KOREA—Automatic coil winder to make coils for mfr. of electric motors; coil balancing apparatus; & chisels for coil winder. Urgently seeks price quotations for 1 set above equip. & associated items along with operation manual & literature. Kim stated engineering college in Pusan requires these items for demonstration in class. Reply to—Jung Kun Kim., Pres., Dong Myung Scientific Commercial Co., Ltd., 67, 2-KA, Daekyo-Dong, Chung-Ku, Pusan 600. Cable: DOMYCOM BUSAN; tel: Pusan 44-0460.

Electrical machinery, equipment, supplies

3692070—SWITZERLAND — Electronic components & instrumentation, such as resistors, capacitors, diodes, transistors, integrated circuits, memories, microprocessor systems, & related computer products, switches, relays, plugs, connectors, test & measuring instruments, dry cell batteries, smoke & gas detectors, tools for electronics industry. Newly-estab. distributor in electronics. Employs 2. Sales territory: Switzerland. Bank ref: Union Bank of Switz., 8021 Zurich. Business recommended, with usual guarantees. Reply to—R. J. Flueglistaler, Pres., RF Electronics, Seefeldstrasse 168, 8008 Zurich. Tel 01/556766.

Instruments for measurement, analysis and control

3825298—SWITZERLAND — Automatic electronic watch module testing instruments, microprocessor or tape controlled (programmable). Well established in Swiss watch industry, which has need for automatic watch module testing instruments. Claims to have seen that type of item during business trips to U.S. Acts as tech. consultant. Has small sales organization as well as tech. backing of well-known electronics mfg. co. in which he has financial interests. Reputation reported above reproach. Bank ref. Banque Cantonale de Berne, 2520 La Neuveville, Switz. Reply to—Rudolf Greiner, Consultant, Vignoble 45, 2520 Le Neuveville. Tel 038/51 26 46.

3829400/39—AUSTRIA — Radiation detecting, measuring & monitoring instruments; nuclear radiation detection & monitoring instruments. Requests agencies for Austria & E. Europe. Inquirer is agent for electronic, testing & lab. equip. Documented offers with c.i.f. price quotations requested. Reply to—Erich Synek, G. E. Electronics Ltd. & Co., GmbH., Biberstrasse 22, A-1011 Vienna. Cable EARDLEY; tel 222/527715; telex 12822.

3829402/4—FRANCE—Nuclear radiation detecting elements (incl. ion chambers), nuclear counters, sold separately. Nuclear solid state detectors, sold separately. Sister co. of I.C.N. Pharmaceuticals, estab. in Mechelen, Belgium. Both are subsidiaries of Intl Chemical & Nuclear Corp., U.S. I.C.N. (France) is European headquarters for trade of I.C.N. Pharmaceuticals, while I.C.N., (Belgium) is European mfg. headquarters for I.C.N. nuclear & electronic instruments & equip. (for hospitals, universities & industry). Excl. agency/distr. Reply to—Jean-Claude Barthe, Commercial Mgr., I.C.N. Paris Labo, 49 Rue Defrance 94300 Vincennes. Tel. 3286540 (Vincennes).

Optical instruments, lenses

3832123/77/78—BELGIUM — Analytical, optical & scientific instruments—mass spectroscopy; instrumentation; automatic chemical & mass analyzers (for research). Process control instruments—T.O.D. analyzers (total oxygen demand analyzers) for liquids (industrial purpose). Process control instruments—other gas analyzers (trace oxygen, flue gas oxygen, hydrocarbon, etc.)—industrial purpose. Member of Landre & Glinderman Group. Has 3 main div. for: 1) analytical chemistry; 2) electronics; 3) process control equipment. Represents various firms from U.S., U.K., & Italy. Excl. agency/distr. Reply to—Paul Vangeel, Engineer, Landre-Intechmij N.V. Lange Leemstraat 383, 2000 Antwerp. Tel 031/30.32.73 or 031/30.32.78.

Toys, amusement, sporting goods

3944251—GERMANY — Airplane display models, except toy & hobby models. Scale 1:200. Major W. Berlin distributor seeks import of above in substantial quantities for wholesale trade in W. Berlin. Quote c.i.f. German port, if possible. Telex or reply to—Herr Guenther Wirt, Firma Guenther Wirt, Otto-Suhr-Allee 145, D-1000 Berlin 10, Germany. Telephone (030) 341-54-73.

3944265—ITALY—Toy guns, gun sets, rifles, pistols, revolvers. Est. value $250,000. Above sought by Florentine agent of toys, sporting articles, housewares, & casual wearing apparel. Wants response (samples, price lists, & catalogs) airmail. Quote f.o.b. or c.i.f. Leghorn. Reliable, efficient small agent in Italy of Hong Kong, Macau, Chinese & Indian firms. Registered as sales agent with Florentine Chamber of Commerce since 1949 & states he sells throughout Italy with annual business vol. approx. $800,000. Specifically interested in selling toy arms of U.S. make. Reply to—Dante Cristini, Owner, Ditta Dante Cristini, P.O. Box 360, Via Gegli Artisti 35, 50132 Firenze; Cable DACRI FIRENSE; Tel. 055/574759; Telex 57215.

3944273/87—FRANCE—Wood and paper toys; coloring books. Small firm specializing in distributing toys & games. Marketing network covers Rhone-Alps region but could be extended to rest of the French market. Reply to— Mr. Barrard, Mgr., Societe la Recreation, 48 Ave. de Saxe, 69006, Lyon, France. Telephone 24.05.92.

Future Construction Abroad

UNITED ARAB EMIRATES—H. M. Tartir, Pres., International Services Center, P.O. Box 105, Ras al Khaima, U.A.E., Telex: 9131 UNION RK, is interested in receiving offers from U.S. firms for **microfilm plant**, to initially process 2,000 microfilm sheets a day, with later expansion to 6,000 sheets. Both black and white, and color processes will be used. Will also require four cameras to produce microfilm and microfiche, as well as readers and reader/printers. Offer should be based on c. & f. Dubai or Sharjah, without port delay charges, and include delivery terms and spares for two years. Please send copy of initial correspondence to Albert Planagan, Commerce Action Group for the Near East, Room 3203, U.S. Dept. of Commerce, Washington, D.C. 20230.

IRAN—Mostafa Haghighi of Tehran is interested in hearing from manufacturers of all types of **agricultural machinery, and pipe laying equipment.** He will be in the U.S. for approximately 6 months on exchange program with large Wisconsin bank. For further information contact Theresa E. Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Wash., D.C. 20230; 202-377-3265.

LIBYA—Libyan General National Organization for Industrialization (GNOI) is seeking a **consultant to perform site supervision and pre-shipment inspection of machinery and special equipment for Abu Khemmash Chemical Complex.** Turnkey contract for complex was signed August 1976 with West German consortium headed by Salzgitter Industriebau. Will produce caustic soda, PVC, hydrochloric acid, and salt from sea water and salt beds around Abu Khemmash and include water desalination and power plant, training facilities and tanker terminal. Interested firms contact directly GNOI, P.O. Box 3384, Tripoli, soon as possible. Please send copies of correspondence to: Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-4441.

EGYPT—Bidders sought for design, supply, installation, startup and testing of one complete horizontal, rotary, oil-fired **kiln plant.** Capacity to be 140 tons per day of calcium oxide (100 percent CAO basis) for producing carbon dioxide and lime. Plant output to be utilized at soda ash plant of Misr Chemical Industries Co., at El-Mex, Alexandria. Tender documents available upon payment of 100 pounds sterling (US $170) by check or

bank transfer through Central Bank of Egypt, from General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo. Offers should be submitted to same address by July 11 through commercial registered agent or governmental public sector company registered as commercial agent, accompanied by provisional deposit of 2 percent of total value of offer.

SAUDI ARABIA—University of Petroleum & Minerals will shortly begin inviting bids for construction of **housing projects and associated developments.** Projects will consist of up to 700 housing units of 3, 2 and 1-bedroom layouts and multiple designs ranging from individual units to low-rise apartment buildings. Housing areas will be fully developed with regard to landscaping and utilities and many support features are included. Projects will be in various sections and contractors will be given alternative of quoting different prices for combining sections. Interested firms wishing to participate in any or all should have substantial building construction experience and successful record in major projects. Firms will be required to prequalify and only prequalified bidders will be invited to participate. Applications to participate should be sent soon as possible to: Dhahran International Airport, Box 144, University of Petroleum and Minerals, Dean of Business and Technical Affairs, UPM No. 162, Dhahran, Saudi Arabia. Applications should be accompanied by: list of completed projects quoting value & date of completion; list of current projects quoting value & percent of completion with contract completion date; list of company-owned equipment; list of company personnel; financial statement (audited) on all participating firms; full details of incorporation of company & clarification of relationship of any proposed joint ventures. Bids will be invited from qualified bidders about June 1.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance on assets and bank guaranties to U.S. construction and service firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's contract insurance programs, write Construction Insurance Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-7825.

SINGAPORE—Renardet Singapore invites firms to bid for design, supply, delivery and erection of **plant for Mural Reservoir bottom outlet.** Includes: trash-rack & rake (intake opening 3m x 3m); hydraulically-operated wheel or roller-mounted guard gate (to 1,800 mm. nominal dia. steel conduit); trifurcating pipe which shall reduce an 1,800 mm nominal dia. steel pipe into 2 pipes of 750 mm nominal dia. and one pipe of 200 mm nominal dia.; 2 terminal discharge valves 750 mm nominal dia.; 2 guard valves (sphere valves); one sluice valve 200 mm dia. at drain outlet; Viking Johnson couplings 2 nos. 750 mm nominal dia., 1 no. 200 mm nominal dia.; all electrical drives with their control devices; switchboards, electrical wirings, pressure gauges, indicators and water level detectors to complete system; emergency diesel generator (10 kw cap. approx.), and 2 gantry cranes for maintenance purposes, manually operated. Tender documents must be obtained from D. E. Cox, Resident Rep., Renardet Singapore, 2 Winstedt Rd., Singapore 9, by paying tender deposit of $500 (Approx. US$200) in form of banker's draft, made out in favor of "Public Utilities Board," prior to submitting offers. Tender deposit will be refunded to bona fide tenderers. Except otherwise stated, works shall be carried out in accordance with latest relevant British standards and British standards codes of practice, or equivalents. For permanent installation, power will be made available at 415 v, 3 phase, 50 hz. Operating voltage for trash-rack, gate and valve motors shall be 415 V 3 phase; operating of safety and control devices shall be 240 v. Financed by loan from Asian Development Bank. Refer to Contract No. H48-10. Deadline July 26.

Visiting Buyers & Officials

AUSTRALIA—Dennys Harraway is urgently interested in hearing from U.S. suppliers of **non-combustible materials such as wall sheeting, ceiling tiles, partition systems, sheet glass that remains in place if shattered and non-flammable washable wall finishes.** For details contact Theresa E. Rettig, 202-377-3265.

AUSTRALIA—Noel Woodward of Canberra would like to hear from interested U.S. **pharmaceutical manufacturers and wholesalers.** Represents cooperative comprising 80 independent retail druggists in two Australian states. Contact Theresa Rettig, 202-377-3265.

AUSTRALIA—Businessman visiting United States late June-early July would like to contact manufacturers of **oxygen welding and cutting equipment.** Contact Jim Nader, 202-377-3265.

PAKISTAN—Businessman arrived New York May 17 for three-week stay, seeks contact with manufacturers/suppliers of **machinery for automobile rubber parts, e.g., 1) hydraulic presses; 2) mill mixers; 3) autoclaves.** Jim Nader, 202-377-3265.

SWITZERLAND—Dietric C. Mueller of Bern is visiting the United States to purchase **semi-conductors and passive devices.** Wants to obtain representation agreements to distribute these products in France and Switzerland. American firms who wish to contact this buyer may mail expression of interest directly to D. C. Mueller, c/o Ms. Edith Holme, 178 Washington Rock Rd., Watchung, N.J. 07060. Please send copy of your letter to Bill Corfitzen, Room 2322, U.S. Department of Commerce, Wash., D.C. 20230.

AUSTRALIA—Robert Mirrington, Sydney, will visit the United States in July to purchase **unfinished, knocked-down furniture constructed of wood, metal or woven plastic.** Also interested in a **wide range of products from picture frames to wardrobes.** Bill Corfitzen, 202-377-2068.

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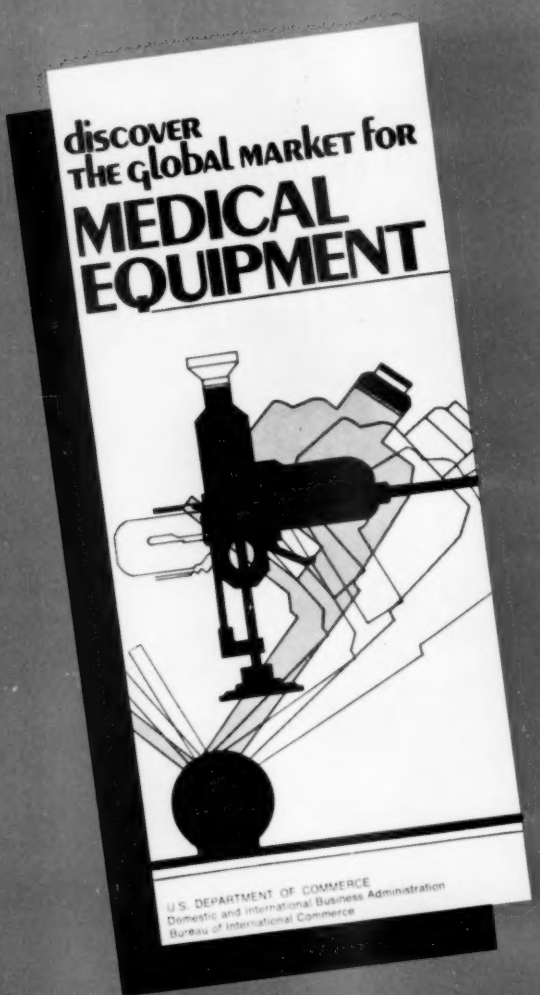

GETTING YOUR SHARE of FOREIGN MARKETS

The Department of Commerce has assessed the U.S. medical equipment industry as one of the 15 U.S. industries with exceptional sales potential in the world marketplace.

Under the Global Marketing Program of the Department's Bureau of International Commerce (BIC), these 15 "target industries" are being offered a wide range of services to help individual companies develop and expand their export business.

On-site surveys have been made in 22 markets abroad to determine the specific short- and long-range sales potential for U.S. medical equipment. BIC plans to publish Country Market Surveys for the following markets and mail them to interested companies as soon as available:

Australia	Japan	Spain
Belgium	Korea	Sweden
Brazil	Mexico	Switzerland
France	Netherlands	Taiwan (Republic of China)
Germany, West	Philippines	United Kingdom
Iran	Saudi Arabia	Venezuela
Israel	Singapore	
Italy	South Africa	

Companies interested should contact Commerce Department District Offices listed on the inside back cover of this magazine.